A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

February 21, 1966

Containers for profits

East-west trade spotlight

Business proposals wanted at 3 fairs

Sudan asks joint ventures

Business Bulletins *from around the world*

ANGOLA—Provincial government authorizes construction of fertilizer plant which will involve capital investment of $17 million. Factory, to be built by Sociedade de Estudos e Investimentos, will consist of four sections to manufacture sulphuric acid, superphosphates, ammonium, and ammonium sulphate. Annual production expected to reach 100,000 metric tons of superphosphates and 80,000 metric tons of ammonium sulphate.

BELGIUM—Net output of electricity reached 20.4 billion kwh, an increase of 4.6% compared with 9.2% in 1964. Slowing of economy reflected in rise of industrial consumption of electricity of only 5% against 10.5% increase in 1964.

CAMEROON—*Societe Camerounaise de Transformation de l'Alumininum (Socatral)* expected to begin operations this year at its aluminum and household utensils factory in Douala utilizing annually some 1,500 metric tons of ingots produced in Cameroon by *Cie Camerounaise de l'Aluminium Pechiney-Ugine*. SOCATRAL awarded benefits under Cameroon Investment Code and represents investment of $3.8 million.

ETHIOPIA—Newly established Shoa Brick and Ceramical Products Co. will manufacture bricks, roof tiles, floor tiles and pipes. Construction on plant to begin shortly.

New $4.6 million Red Sea Cement Plant dedicated in Massawa. New plant will have annual capacity of 70,000 tons and will bring total Ethiopian cement production capacity to 180,000 tons a year.

FRANCE—Limit on new bond issues which can be offered without prior authorization from Ministry of Finance raised from $200,000 to $3 million). Ministry must be notified not later than two weeks prior to flotation. It can require postponement of issue or modification of its terms, according to circumstances. For issues between $3 million and $6 million, authorization of the Ministry is required, but dates for flotation may be set freely provided Ministry is notified two weeks in advance. Regulations concerning submissions of applications for larger bond issues will be simplified shortly.

E.F.A.C. accounts system has been abolished. System allowed French exporters to retain percentage of foreign exchange receipts for paying commissions, advertising expenses, establishing sales promotion offices abroad, or for importing raw materials or capital goods. System lost its purpose with relaxation by France of restrictions on imports and payments for invisibles.

Population reached 49,157,000 inhabitants at end of 1965; increasing by 470,000 during the past year.

Compagnie Chimique de la Mediterranee (Cochime) to build 50,000 metric tons capacity high-pressure polyethylene plant at Berre near Marseille.

GREECE—Population of Athens will be over four million by year 2000, a recent pan-Hellenic conference predicted. A greater Athens extending from Piraeus to Chalkis forecast, with over 1,350,000 vehicles on its streets.

IRELAND—Provisional external trade figures indicate that country's trade gap for 1965 is about $410.5 million, some $58.8 million more than in 1964. Imports during year estimated to have increased by $64.4 million to $1,036 million as against increase in exports of $5 million to about $627.8 million.

LIBYA—Arthur D. Little, Cambridge, Mass., contracts with Ministry of Planning and Development for industrial survey of country. Contract calls for Arthur D. Little to indicate economic feasibility of assembling small machines; packing pharmaceuticals; manufacturing all types of glass bottles, other glassware; manufacture of wrapping paper, paper bags, other paper products.

Esso Standard Libya, Inc., receives Government go-ahead to build world's largest liquid gas plant at Marsa el Brega, Esso's oil terminal on Gulf of Sirte. First deliveries scheduled for end of 1968. When in full production, plant will produce over 125 billion cubic feet of liquified gas annually, most of which is already contracted for delivery in Italy, Spain.

NORWAY—Norsk Hydro, A/S, country's second largest industrial firm, and Institute for Atomic Energy agree to study construction of land-based nuclear power project. Total cost of the 400,000 kw. heavy water reactor, to be located at Herya, will be $84 million. Construction will begin in 1970. Cost of power estimated at slightly less than ½ cent a kw. hour.

UNITED KINGDOM—Dunlop Rubber Co. announces its exports in 1965 reached record of about $66.2 million, 7% over 1964. Record exports accounted for mainly by large sales increases in industrial products such as aircraft components, belting and rims, wheels.

Exports, totaling approximately $435.4 million, of woolen industry decreased in 1965 by almost 8% compared with previous year. Major reason for decrease was drop in exports of combed wool. However, exports of wool cloth increased for third straight year.

Unemployment on Jan. 10 was 349,-649, or 1.5% of labor force, compared with 1.4% in December and 1.6% in January, 1965, and is lowest January figure since 1956. Excluding school-leavers, number of wholly unemployed was 335,916. This increase of 18,304 over previous month, when compared with normal seasonal rise of about 37,900, illustrates once again continuing strong demand for labor.

Second largest chocolate producer, Rowntree & Co., announces that it has entered into joint venture with U.S. firm, the Chunky Corp. Major objective is to establish sales organization to sell products offered by Rowntree in the U.S.

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in this issue

In Sydney, Australia, a company which is an importer, distributor and agent says it wants to import smoked salmon in 7½ to 8-lb. sides. A businessman in Togo can import 100 bags of long grain rice every three months. And in Belgium, a firm is interested in buying numerous sporting goods products, including socks and gloves, tennis and golf balls and badminton equipment. These are merely a trickle from the total of more than 140 export opportunities for U.S. manufacturers. Plus 37 chances to appoint agents overseas. See pages 19-28.

International Commerce

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Latest East-West trade figures show sharpest post-war rise

Exports to Communist countries climbed by 19% in 1964, but total still is only 4% of free world's commerce

Free world trade with Communist countries took a sharp rise in 1964, but the total is still small, according to the Battle Act Report 1965, recently submitted to Congress by the U.S. Department of State.

Exports from the free world to the Communist areas in 1964 were 19% higher than the previous year, compared with a 9% increase in imports from these areas. The 1964 figures are the latest available.

The rise of more than a billion dollars in Communist purchases from the free world in 1964 was the largest increase in any year since the end of the war. Although 1964 trade with the Communist countries amounted to only a little more than 4% of free world trade, the free world accounted for more than one-third of the total trade of the bloc.

Wheat leads increase

Exports from the U.S. to the European communist bloc in 1964 rose to $340 million, slightly more than twice the level of 1963 exports. This expansion resulted primarily from increased shipments of wheat, but also included other agricultural products. U.S. exports to these countries still only represent 1.3% of total exports.

U.S. exports to Eastern Europe excluding the Soviet Union, reached $195 million in 1964. Poland, the largest customer among these countries, took $138 million, $29 million more than in 1963, due to larger deliveries of cotton, fats and oils.

U.S. imports from Eastern Europe excluding the U.S.S.R. expanded from $61 million in 1963 to more than $78 million in 1964, with most of the rise accounted for by Poland.

U.S. exports to the Soviet Union increased from $20 million in 1963 to $145 million in 1964. Approximately 88% of 1964 shipments were agricultural products, including wheat, tallow and rice. Chief non-agricultural exports were insecticides and machinery, chemicals and manmade fiber staple.

Trade between Communist China and the free world increased in 1964. Chinese exports, for the first time, exceeded one billion dollars. Imports from the free world also were at record levels, rising by 22% to $977 million.

The Battle Act Report 1965 has 124 pages of general information plus statistical tables. The Report is for sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at 40 cents per copy.

Battle Act Report 1965 is the eighteenth report on operations under the Mutual Defense Assistance Control Act of 1951, the Battle Act. After reviewing the background of strategic trade controls, the Report covers nonstrategic trade with the Soviet Union and Eastern Europe, and studies of East-West trade and development during 1965.

Miller Report analyzed

The Miller Committee Report on U.S. Trade Relations with East European Countries and the Soviet Union is analyzed and the full text is contained in the Appendix. Also included are discussions of trade problems with North Viet-Nam and Cuba and of U.S. restrictions on trade and financial transactions with Communist countries, particularly in reference to private U.S. boycotts on imports from Communist countries and to the 50% U.S. flag requirement for sales of grains to the U.S.S.R. and East Europe.

Export activities honored

Recipient of the Minnesota Trader of the Year Award for 1966 is A. J. d'Ailly, manager of the Superior division and the international division of Daffin Corp., Hopkins, Minn. The presentation was made at the Bosses Night dinner of the Minnesota World Trade Association. Recipients of the annual award are selected for their sustained contributions to the furtherance of world trade.

Foreign Service, firms teaming up

Strengthened ties between the United States Foreign Service and the U.S. business community abroad are being developed through consultations arranged by the Business Council for International Understanding.

Thirty-two BCIU-affiliated company executives recently met with Under Secretary of State Thomas C. Mann, Commerce Secretary John T. Connor, National Export Expansion Council Chairman Fred C. Foy and AID Deputy Administrator William S. Gaud to solidify progress already made and lay plans for further cooperation. Foy is NEEC's chairman as well as chairman of BCIU and the Koppers Co. of Pittsburgh.

In 1965 alone, 94 Foreign Service Officers held consultations with businessmen under joint Foreign Service-BCIU auspices. Ambassadors and other senior officers have met individually with executive groups in 300 companies since the program started, giving the Foreign Service closer insight into the needs and aspirations of American business while key company personnel have learned in detail of assistance available from the Government.

Write: Business Council for International Understanding, 420 Lexington Ave., New York, N.Y. 10017.

ASIE announces next export exam

Qualifying examinations for export traders will be conducted by the American Society of International Executives (ASIE) on May 21.

Examinations for Qualified Export Manager (QEM), Certified International Traffic Manager (CITM), Certified Assistant Export Manager (CAEM) and Certified Documentary Specialist (CDS) are scheduled to be held in Philadelphia, New York City and Chicago, but will be administered in other cities where a total of five assorted applications are received by ASIE by April 15, and where local foreign trade associations or universities cooperate in supervising the examinations.

Founded in 1964, the Society has 164 members in 20 states.

Write: ASIE, Sheraton Hotel, Secretarial Suite, Philadelphia, Pa. 19103.

LAB TECHNICIANS HELP COMPANY WIN 'E' AWARD: the Jarrell-Ash Co. of Waltham, Mass., has won the President's award for export expansion success in a new field, that of the manufacture and export of scientific analytical instruments used in spectographic operations. The company increased its export sales each of the last six years despite the fact that spectroscopy is so new that exceptional efforts are needed to train foreign sales representatives to sell and service the sophisticated instruments involved. Jarrell-Ash also established overseas offices, took part in international shows and customer training.

Group to spur trade for Baltimore port

Maryland mission to visit eight countries in Mediterranean area

A 30-day-long trade mission to eight nations in the Mediterranean area is being planned for this spring by the Maryland Port Authority and the Chamber of Commerce of Metropolitan Baltimore.

The mission, designed to stimulate additional commerce for the port of Baltimore, is scheduled to leave Apr. 15 for Milan, Turin, Zurich, Istanbul, Beirut, Tel Aviv, Haifa, Athens, Piraeus, Barcelona, Madrid, and Lisbon.

Planning is being carried out in cooperation with chamber of commerce offices in the areas to be visited. Detailed arrangements are being made by the managers of the overseas offices of the port authority. Charles I. Hughes, director of trade development for the authority, is in charge of the overall program.

The mission, like the four Maryland trade missions that preceded it over the past eight years, is open to city and State businessmen who wish to develop liaison with counterpart companies or officials overseas.

Each businessman who participates pays his own expenses. Costs of arranging the itinerary and coordinating the many business meetings along the way are borne by the Port Authority and the Chamber.

An executive committee, formed to assist in the planning, is headed by Gerald S. Wise, retired general manager of Sears, Roebuck & Co. of Baltimore. Adrian I. McCardell, president of the First National Bank, is treasurer.

The U.S. Department of Commerce is cooperating in the arrangements.

Policy questions high on Chicago meeting agenda

U.S. economic position due for opening-day discussion

Chicago's world traders will hear latest details on government policies affecting international commerce and investment at the Feb. 28 opening-day luncheon of the 29th Chicago World Trade Conference, sponsors have announced.

Alexander B. Trowbridge, Assistant Secretary of Commerce for Domestic and International Business, will share the platform with Donald W. Hoagland, Assistant Administrator, Office of Development Finance and Private Enterprise, Agency for International Development.

The luncheon talks by the Commerce and AID officials will be preceded by the first general session, dealing with international marketing of industrial products, international marketing of consumer products, and financing of international trade.

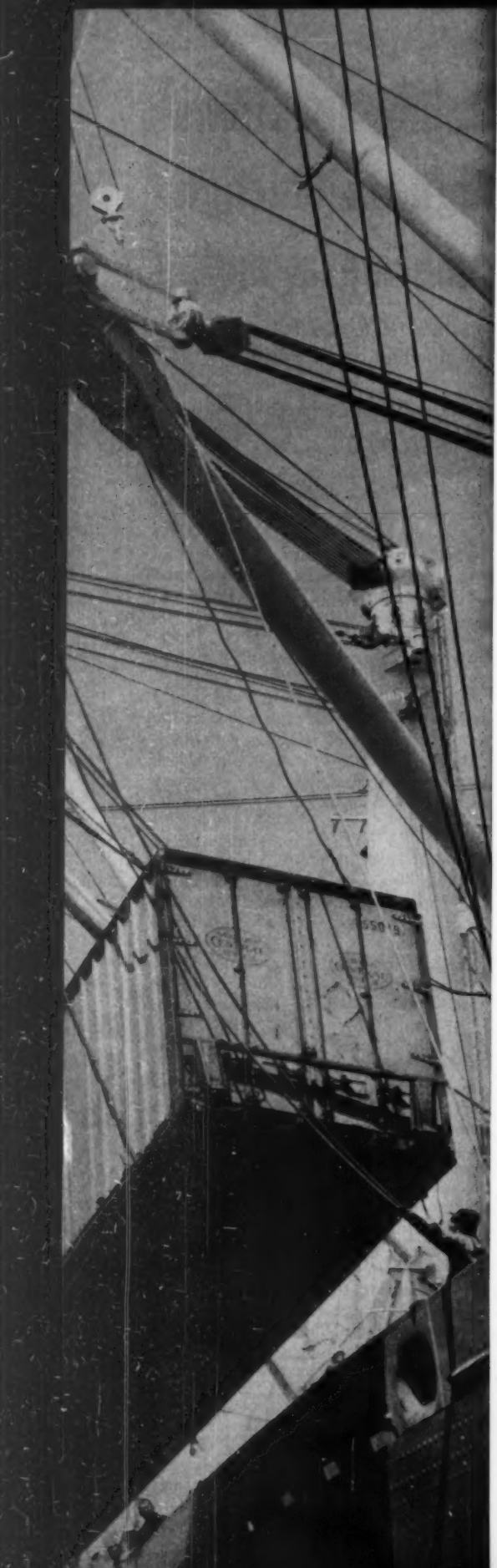
Consumer products marketing will be discussed by William S. Lindsay, administrative vice president, Corn Products International, New York City; and financing will be the topic of Harry E. Green, senior vice president, Container Corp. of America, Chicago.

Open-forum discussions of each of the morning topics will be held simultaneously from 2:15 to 5 p.m.

March 1 sessions will follow the same sequence of general session, luncheon and workshop sessions, and the convention will reach its climax at a dinner the same evening.

Topics and speakers for the second general session are: overseas manufacturing, licensing and joint ventures, Charles P. Baswell, president, Motorola Overseas Corp., Franklin Park, Ill.; taxation and legal aspects of overseas trade and investment, William B. Miller, partner, Lord, Bissell & Brook, Chicago; and opportunities in world markets for small business, speaker to be announced.

At the March 1 luncheon, Maynard P. Venema, chairman, Universal Oil Products Co., Des Plaines, Ill., will talk on business opportunities in "the Bloc" countries.



Document, hardware, port actions moving containerization ahead

Geneva meeting had follow-up in U.S.; pilot project with Britain set for spring; lines offering new service

What progress in cargo containerization? Action on at least three levels: documentation specialists on both sides of the Atlantic are continuing their efforts, the carriers are building up the "hardware," and ports are working on special handling facilities.

A recent nine-nation meeting in Geneva (INTERNATIONAL COMMERCE, Dec. 6, pp. 2-8) set up a Working Party on Intercontinental Container Movements, with Germany serving as chairman and the United States as vice chairman. Replies from governments to questions submitted at that meeting will be aired at a follow-up September meeting of the sponsoring Economic Commission for Europe.

U.S.-U.K. project

Maitland S. Pennington, special assistant to the administrator of the U.S. Maritime Administration, represented the United States at Geneva. A month later, in Washington, he led a meeting of 30 industry, port authority and government leaders interested in a forthcoming United States-United Kingdom pilot project.

The experiment, to begin this spring, will be known as the Through Container Shipment Project. Plans call for testing the operating-hardware and documentation barriers by delivering commercial cargoes to two U.S. inland points, consolidating them into 8′ x 8′ x 20′ containers for movement by truck or rail to an Atlantic or Gulf port and then to the United Kingdom, where a coordinating group will assist on inland routings and U.K. paper requirements. Arrangements are to be made for customs clearance at inland break-bulk centers.

The experiment will be reciprocal, with the containers reloaded and transported back to the United States, testing problems in westbound movements. Registry of the containers will be changed to test the entry of foreign containers into American commerce. The National Facilitation Committee, chaired by Alexander B. Trowbridge, Assistant Secretary of Commerce for Domestic and International Business, has been working with the Economic Commission for Europe on problems of cargo movement.

MOORE-McCORMACK ship, New York Central container team up to speed world movement of goods.

William R. Myers of the National Facilitation Committee's staff pointed out at the Washington meeting that the standard export format (INTERNATIONAL COMMERCE, May 31, 1965, pp. 22-23) could be used on both inbound and outbound movements, and that various alternative documentation systems could be developed.

Other problems discussed at the planning meeting included commodity descriptions—a complex economic and governmental question requiring extensive international consultation—and export-control clearance. Frederick Brooks of the Office of Export Control, Department of Commerce, reported that a project export-control clearance had been developed to eliminate clearances at the seaport.

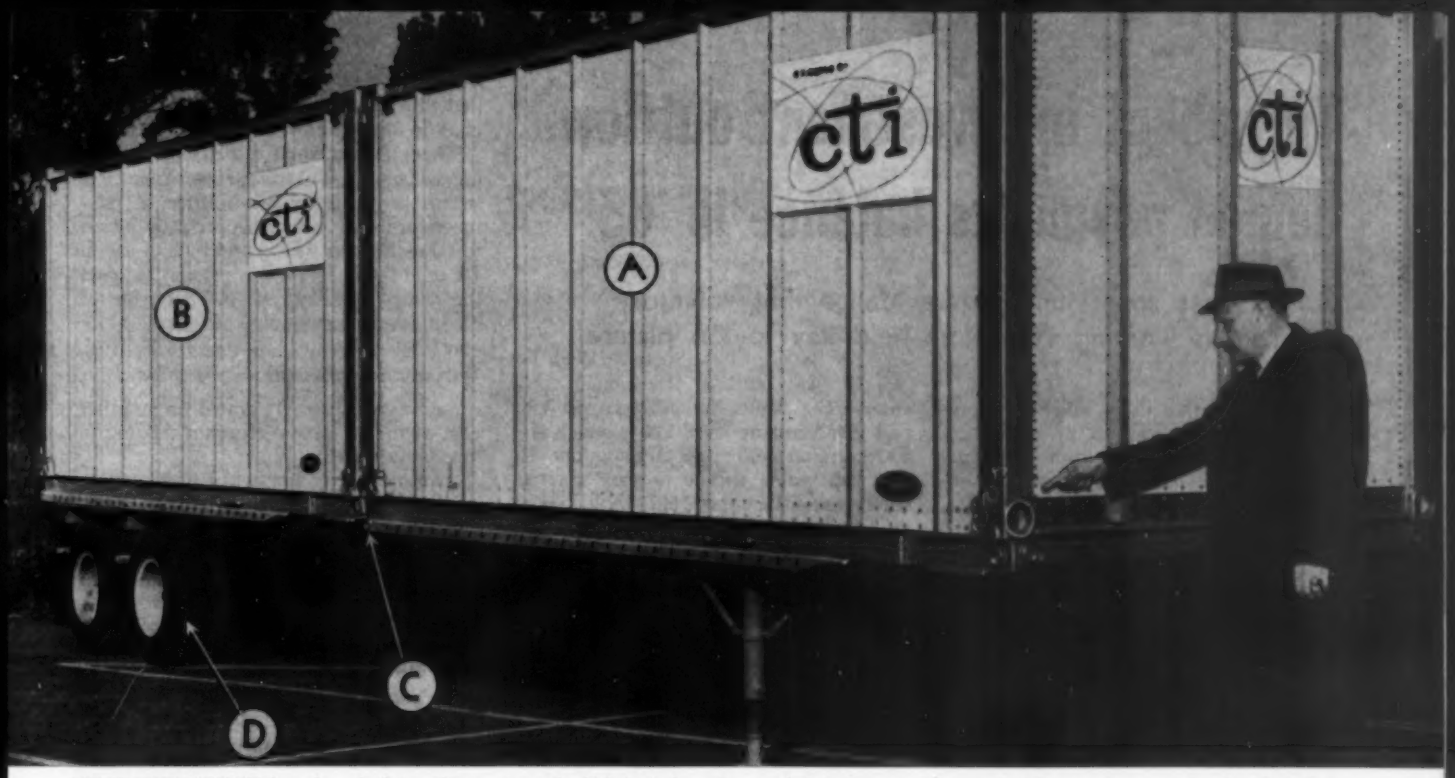
Chairman Pennington asked United States Lines and Cunard Lines, as centrally located ocean carriers, to initiate discussions for working out details of the project's through movements.

Airlines program

Also in the works is an air-cargo container program submitted to the Civil Aeronautics Board by the Air Transport Association of America. The proposal calls for a one-year experiment with four different types of containers, with minimum capacities varying from 625 to 5,000 lbs. and rate incentives calculated on a per-pound basis. Shipment densities above the 10-lb.-per-cubic-foot level would bring rate reductions of 33⅓% for general commodities and 15% for specific commodities.

With air cargo density currently averaging seven lbs. per cubic foot, the containerization experiment is calculated to allow greater weight per flight, more efficient operations and savings all around. Backing the plan are American, Delta, Flying Tiger, Trans World and United Airlines.

Among containerization leaders for the land and water routes are American President Lines, Matson Navigation Co., United States Lines, American Export



LATEST IMPROVEMENTS have been built into this new type of vehicle body by Container Transport International of New York. CTI official points to corner casting used for lifting, tying down or coupling. Two 20′ units (A and B) may be coupled to form a 40′ van. Container sections may be detached from chassis (C) and bogie (D). Lighting and braking systems—breakable elements—are incorporated into chassis, not loaded aboard ship to run damage risks.

Isbrandtsen Lines, Moore-McCormack Lines, Sea-Land Service, Inc., Seatrain Lines and the New York Central Railroad.

The Feb. 11 sailing of the *Mormacaltair* signalled the expansion of Moore-McCormack's door-to-door service to Europe, using Constellation Class ships returned from Viet Nam. Capable of 6½-day Atlantic crossings, the liners can carry 350 twenty-foot and 175 forty-foot Flexi-Van containers or any combination of the units, with the line arranging the positioning of containers at shippers' sites here and broad, as well as dockside delivery and ocean carriage with ultimate delivery to consignee.

Modernized ships

A United States Line 6½-day North Atlantic containership service, utilizing four modernized ships and 1,200 containers, is being inaugurated March 18.

Isbrandtsen's new Container Marine Lines Division is operating a pilot program to launch regular fortnightly container service from New York to ports on the English channel and in northern Europe, using 8′ x 8′ x 20′ dry-cargo containers and 40′ refrigerated containers.

Sea-Land Service's North Atlantic debut—branching out from its containership service on the American continent—is scheduled for this spring.

Containership operation to the Far East via Hawaii and Guam is in the cards for American President Lines as a $15.6 million program to convert six Mariner Class freighters gets under way. The program calls for weekly sailings beginning in 1967. Matson Navigation Co., currently the only line with California to Hawaii containership service, is planning to extend this service to ports in the Orient.

Big fleet

The 13,000-container fleet of Container Transport International, Inc., this month is being swelled by the addition of hundreds of 20′ and 40′ containers conforming to international standards adopted last September at the Hague. Each new type may be used in holds or on decks of containerships or conventional ships, in over-the-road, trailer-on-flat-car or container-on-flat-car operations and in Flexi-Van service. A new chassis contains elements needed for the land phase of cargo voyages, detachable from the containers as they board ship. The containers are being made available to steamship companies and other concerns on a two-year or three-year lease basis, and to shippers requiring a door-to-door, through-bill-of-lading cargo movement from an inland point of origin to an overseas destination.

New York Central, which has handled half a million Flexi-Van units in domestic and foreign trade since start of the service in 1958, now looks to launching before the end of 1966 of a Trans-European Road Rail Express (TERRE) service, with Flexi-Van units approved for customs-bonded transportation throughout Europe by the Transports Internationaux Route Convention, Geneva.

Meanwhile ports are increasing preparations to equip themselves for streamlined handling of containers. The trend is apparent at Baltimore, New York, Elizabeth, Stapleton, Gothenburg, Antwerp, Rotterdam, Hamburg and other leading ports here and abroad.

At the recent Sixth Annual Conference on Containerization and Packaging, held in New York City, containerization was championed as a creator of new markets, a preserver of perishables and a preventer of damages to goods, among other things. Speakers were drawn from the Department of Defense, the Department of Agriculture, and the airline, rail, trucking, insurance, department store, chemical and packaging industries. **Write:** Bulk Packaging and Containerization Institute, Inc., P.O. Box 3444, Grand Central Station, New York, N.Y. 10017.

PLASTIC PRODUCTS

A Duesseldorf firm seeks a license to manufacture new types of plastic products such as windows, doors and sections.

Write: Dyna-Plastik-Werk GmbH., 135 Muelheimer Strasse, 507 Bergisch Gladbach, Germany. WTD.

Turnabout in investment outflow helped payments balance in '65

Connor sees improvement as evidence that voluntary program is working; Viet-Nam held key to '66 picture

A sharp turnabout in investment outflow after mid-1965 was pivotal in reducing the U.S. deficit in international accounts last year, Secretary of Commerce John T. Connor has told the nation.

The Secretary said there was clear evidence that the voluntary program of restraints on overseas investment had taken hold in the final quarters of 1965. There was a sharp climb in such investment outflow in the last half of 1964, which accelerated even further in the first half of 1965.

Then came the turnabout, which Secretary Connor said "is gratifying because it justifies our confidence that the nation's businessmen and bankers could be relied upon—within the framework of a voluntary program—to make a major contribution toward reducing the deficit in our international accounts."

Four spokesmen

Secretary Connor shared the podium at a news conference with Treasury secretary Henry H. Fowler, Federal Reserve Board chairman William McChesney Martin and Federal Reserve Governor J. L. Robertson.

Secretary Fowler said that the U.S. had a balance of payments improvement in 1965 of $1.5 billion. The year ended with a deficit of $1.3 billion in the balance of payments, the smallest since 1957, and less than half the deficits of $2.8 billion in 1964 and $2.7 billion in 1963.

The Treasury head said that the nation still had a fully balanced account as the goal for 1966, but that "we cannot be certain that the present measures as they currently operate will lead us to that goal if the foreign exchange costs of Viet-Nam rise sharply over the increases presently projected."

Goal to be met?

Viet-Nam will have two effects on the balance of payments program, Secretary Fowler said: by direct military and aid expenditures in the area of conflict, and the indirect impact of Viet-Nam on the domestic economy.

Governor Robertson said that the foreign loans and investments of U.S. commercial banks in 1965 expanded by only $155 million over 1964, which was $320 million below the target quota. He said this was a tribute to the "spirit of wholehearted cooperation with which banks and other financial institutions have complied with the guidelines."

Trade surplus down

Secretary Connor related the foreign trade picture to the balance of payments problems of 1965. He said that partly because of the slowing pace of economic activity in some of the major U.S. markets abroad, total exports rose by about 4%. Meanwhile U.S. imports climbed about 15%. This resulted, he said, in a decline in trade surplus from $6.7 billion in 1964 to $4.8 billion in 1965.

In addition, he pointed out, the travel gap also rose appreciably. Although he did not have final figures, he estimated that this gap would rise from $1.6 billion in 1964 to more than $1.8 billion in 1965.

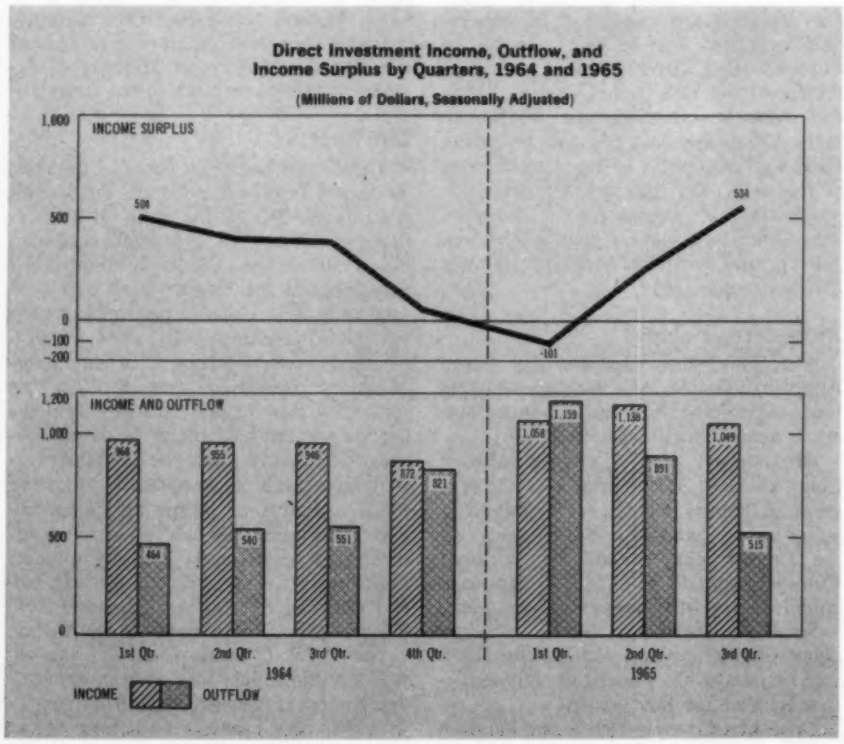
Then he turned to the strong positive impact of the voluntary investment restraint program on the balance of payments problem, when this program began to take effect in the second half of 1965. He used the chart on this page to indicate the sharp turnabout in the behavior of direct investment outflow.

Borrowing abroad

Secretary Connor pointed to another part of the voluntary program relating to direct investment:

"An increasing number of participating companies have decided to borrow funds abroad and thus minimize the impact of their projects on our balance of payments. During the fourth quarter, about $175 million of proceeds of such borrowing through the sale of securities to foreign investors were recorded in the U.S. balance of payments statistics. About the same amount was raised through the sale of securities by the companies' subsidiaries abroad—although the latter proceeds are not shown in our balance of payments.

"The important point is that the $175 million borrowed by firms incorporated in the United States can be considered as a partial off-set to the direct investment outflow during 1965. Allowing for this



off-set would put the estimated outflow for direct investment during 1965 almost $200 million below the figure which will be recorded in the balance of payments.

"We are still awaiting the fourth quarter reports from most of the 500 companies which participated in the voluntary program during 1965. But the results through the first nine months, plus the trend evident in the early returns for the fourth quarter, clearly suggest that the cooperating companies will substantially achieve the projected improvement of $1.3 billion on selected foreign transactions. Moreover, they have repatriated about $400 million of short-term financial assets. Thus, the expanded contribution of this sector of the business community to our balance of payments during 1965 may well approximate $1.7 billion."

The Secretary concluded: "The balance of payments results for 1965, including the results for direct investment, clearly demonstrate the soundness of the decision to rely on the cooperative effort of the American business community in our drive to reduce the deficit. We shall continue this reliance, and we are confident of another favorable outcome for the current year."

Sudan area's spending habits reviewed in study

Sudan's Department of Statistics has published results of a household budget survey conducted among rural households in the Gezira-Managil area, one of the richest in Sudan.

Highlights of the survey show that household budget expenditures on food and drink account for more than half of the total. The proportion increases with decreasing total expenditures—farm laborers in Managil spend on the average almost 70% of their income on food and drink.

Cereal and cereal products account for about one-third of the expenditure on food and drink. Within the clothing group more is spent on clothing for women than on men. Within the housing group the biggest subgroup is furniture, household equipment and services. Expenditures on cigarettes and tobacco are surprisingly high among farm laborers. Credit transactions are very important, especially for food purchases. Calculation of the income elasticities of demand for food and drink indicates that they are under-elastic while the miscellaneous group is highly over-elastic.

The survey is available for consultation in OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Cleveland trade meeting in March

Governor Rhodes speaks; industrialists also on agenda

The 21st annual Cleveland World Trade Conference will be held at the Hotel Statler-Hilton on March 24.

The theme of the conference will be, "International Trade—a World of Opportunity."

The Honorable James A. Rhodes, Governor of Ohio, will be the dinner speaker. Others are Robert E. Hunter, general manager of the Euclid Division of the General Motors Corp., Hudson, Ohio, on manufacturing and marketing of construction equipment in Europe; T. Graydon Upton, executive vice president, Inter-American Development Bank, Washington, D.C., on Inter-American developments and hemisphere relations;

John P. Schwede, management consultant, Caracas, on how to do more business in Venezuela; J. R. N. Shirreff, Hong Kong and Shanghai Banking Corp., New York, on industrial developments in the Far East; Gerald H. O'Brien, executive vice president, National Council of American Importers, New York, on imports, protectionism, the Kennedy Round.

Two speakers, one for the luncheon meeting and one for the morning session on Europe, are yet to be announced.

Write: Cleveland World Trade Association, 690 Union Commerce Bldg., Cleveland, Ohio, 44114.

Building, hardware catalogs can boost sales to Ethiopia

Catalogs and other sales literature of U.S. building materials, hardware and tool suppliers are wanted for display and reference at the Building Centre in Addis Ababa, Ethiopia. There is particular interest in school, hospital and other specialized built-in equipment.

The Centre will be associated with the building arts school of Haile Selassie I University and is expected to serve as a reference point for builders and contractors throughout Ethiopia. Contacts with students could lay the foundation for future purchases from America as they move into government and industry careers.

Ethiopia imports most of its building supplies.

Write: Building Centre, P. O. Box 518, Addis Ababa, Ethiopia.

INSURANCE—Aetna Life and Casualty Co., Hartford, Conn., has formed a worldwide network of insurance facilities in association with The General Insurance Company of Trieste and Venice, a multiple-line company with 70 branches or affiliates in 50 countries. Insurance lines that will be available in foreign countries through Aetna Life and Casualty are group life, health and pensions and commercial casualty, fire and marine coverage.

AUTOMATION SYSTEMS—Honeywell, Inc., Minneapolis, Minn., announces establishment of a new company to distribute its products in Spain. The new company, Honeywell S.A., is a joint venture with Omnium Iberico Industrial S.A., Honeywell's distributor in Spain for the past 13 years. The Spanish company will have responsibility for sales and installation of Honeywell automation systems for residential, commercial building and industrial markets in Spain and Portugal.

WIGS—Richard Hartwich, Inc., New York, manufacturer of wigs and hair pieces, has purchased a wig-manufacturing plant in Madrid. Hartwich's Spanish plant will be known as Perma-Coif Vendome and will manufacture complete wigs, hair-pieces and eyelashes from European hair.

CHEMICALS—Atlas Chemical Industries, Wilmington, Del., has announced that a wholly owned subsidiary to serve export customers in the Western hemisphere will be located in Panama City, Panama. Atlas exports organic chemicals, pharmaceuticals, activated carbons, industrial explosives and aerospace components.

TRAVEL—The First National City Bank of New York announces it is expanding its travel services to include tours and cruises to supplement travelers check and credit card operations. The bank's plans call for 100 to 150 outlets, many on branch premises in the United States and overseas.

Census will resume publication of annual volume on U.S. trade

First issue covers gap since series was dropped in 1946

The Bureau of the Census is resuming publication of an annual comprehensive volume on U.S. foreign trade which will provide corrected, clearly defined statistics on imports and exports for the year, and which will include an historical series and summary data rearranged in various forms.

The Bureau has just issued **Foreign Commerce and Navigation of the United States 1946-63,** the first volume in this series since its discontinuance with the 1946 edition. The series began in 1790. Thus a long-felt gap, increasingly apparent with the growing importance of balance of payments and foreign trade problems in the national economy, is being filled.

The volume just released is not typical of the issues which will be published annually. It is a "bridge" volume, spanning the 17-year period during which no comprehensive foreign trade publication has been issued by the Bureau, and the statistics have been released only in separate series on imports and exports, on a current and preliminary basis.

The next edition, expected later in 1966, will offer more detailed figures for 1964, along with historical statistics.

Major changes in commodity classification and the emergence of many new countries during the 1946-63 period are dealt with in the new volume, so historical data are presented in time series as continuous as possible, and as consistent as possible with the classification systems now in use.

The statistics on U.S. exports and imports presented in this volume include total figures, annual and monthly, including seasonally adjusted monthly data; and country and customs district data with comprehensive country and district schedules for the 17-year period. For more recent years, Standard International Trade Classification (3-digit) commodity-by-country and country-by-commodity tables are shown.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any Dept. of Commerce Field Office. Price: $6.

German plastics trade thriving; Frankfurt Center show set in May

Demand for plastics raw materials, machinery and equipment expanding rapidly; Germans moving toward large EEC market

The thriving West German plastics industry offers U.S. plastics converters and manufacturers a good chance to mold their products into export profits.

To help American firms do business in this large and growing market, the Bureau of International Commerce will stage "Plastics, U.S.A." at the Trade Center in Frankfurt, May 4-11.

The importance of the U.S. export expansion effort will be underscored by appearance at the exhibition of T. T. Miller, Director, Society of the Plastics Industry, New York City, who has volunteered his services.

Miller will discuss with German buyers, agents and distributors the latest U.S. technical developments in plastics materials and production machinery.

BIC's recent German market survey shows the demand for plastics raw materials, machinery and equipment is expanding rapidly. In addition, German manufacturers of plastics products are moving more and more from their national market of 58 million people to the European Common Market of 180 million.

This expansion is significant to the American producer of specialized and advanced production machinery geared to large-scale output. There also is a good market for a variety of American-made raw materials which are said to have application often missing in competitive products. Reinforced plastics and other specialized semi-finished products should find an equally good market in Germany.

Export leads

Export potentials are favorable for the following U.S. plastics raw materials: polyamides and polycarbonates, provided that a wide range of grades is offered; polypropylene resins and film, mainly in thicknesses from 1.8 to 2mm.; and urethanes and spray foam.

Germany leads the world in per capita consumption of plastics products. Production in 1964 reached 1.74 million tons, valued at $915 million, up 22% from 1963. Further increases are expected, based on normal industrial expansion, higher standards of living and the opening of such new fields of application as construction, moving of liquids, packaging, sanitary installations, home furnishings and wider industrial and commercial use of synthetic fibers.

Write: Bureau of International Commerce (code 8193), Department of Commerce. Washington, D.C. 20230 (phone: area code 202-WO 7-4713), or contact any of the Department's 42 Field Offices.

Forestry and agriculture to be featured in Sweden's annual ELMIA exhibition

The 6th ELMIA Fair will be held June 2-12 in Jonkoping, Sweden. It will feature agriculture, forestry and outdoor recreational activities.

The agricultural section will consist of an exhibition of agricultural machinery and transport equipment, buildings and fittings for different branches of production, chemical products, and machines and equipment for professional horticulture and gardening.

In the forest and wood section emphasis will be on felling and transportation, forest conservation and wood information. New features of equipment for leisure time and sports cottages will be stressed in the outdoor recreation section.

Twelve exhibitors of American goods participated in the 1965 fair. One of the displays was a plastic swimming pool which attracted considerable interest.

Attendance was 193,000, a record for ELMIA. There were 735 exhibitors.

Write: ELMIA, Jonkoping, Sweden.

TEXTILE MACHINERY

A license to produce thermodynamic equipment is requested by a Belgium manufacturer of drying and carbonizing equipment for the textile industry. The firm reportedly is also qualified in the construction of light steel sheet structures requiring a perfect finish.

Write: S.A. Jules V. Poncelet & Fils, 19 Rue de la Hoegne, Theux/Verviers, Belgium. Attn: Jules Victor Poncelet, Managing Director. WTD.

Business proposals for three fairs sought from U.S. manufacturers

Commercial officers on the scene to discuss specific offers with buyers in shows at Brussels, Novi Sad and Barcelona

Business proposals of manufacturers and suppliers for the attention of exhibitors and visitors at three fairs in Europe are invited by the Bureau of International Commerce.

U.S. commercial staff members on the scene at the three fairs will discuss the proposals with businessmen who visit the business information centers to be set up at the exhibitions.

The three fairs are the 39th International Industries Fair in Brussels, April 29-May 10; the Novi Sad, Yugoslavia, International Agricultural Fair, May 14-23; and the Barcelona International Samples Fair, June 1-15.

Deadlines near at hand

Proposals must be submitted by March 22 for the Brussels fair, by April 1 for the Novi Sad show and by April 15 for the Barcelona event. Companies sending in their first proposals should send them as early as possible so they can be cleared before the deadlines.

More than 800,000 persons visited the Brussels fair in 1965. These were representative of a cross-section of manufacturers, buyers, importers, technicians and consumers. More than 4,400 exhibitors came from 43 countries last year. A large variety of products were shown including home equipment, office equipment, machine tools, industrial supplies, building materials, and food stuffs.

The International Agricultural Fair in Novi Sad is the major farm equipment exhibition in Yugoslavia. In 1964, U.S. commercial exports to Yugoslavia amounted to $60 million. The country is modernizing its agriculture and needs all kinds of farm machinery, dairy, food processing and packaging equipment. The Novi Sad fair attracts buyers from many countries and offers American manufacturers an excellent opportunity to introduce themselves to the growing markets of Eastern Europe.

The Barcelona fair is expected to attract over two million visitors. The 1965 event featured over 10,000 exhibitors, 2,823 of which were foreign and 290 from the United States. The exhibits were grouped under 28 different categories, including machinery, machine tools, electrical materials and equipment, motor vehicles and transportation equipment, machinery for the chemical, pharmaceutical, plastic and rubber industries, food processing machinery, packaging and printing machinery, and office equipment and supplies.

A Business Proposal is an offer to enter into business negotiations and is made by a U.S. firm to businessmen abroad through a business information center at a trade fair. Information and mailing instructions on BIC's at trade fairs where proposals are sought are available from the Commerce Department and its 42 Field Offices.

These proposals are widely publicized abroad before the fair opens. Every effort is made to recommend to the U.S. firm only well qualified foreign companies.

Names and addresses of those firms which are interested in specific proposals are sent to the American companies which submitted them. Direct contact can be established this way.

Proposals to be forwarded to business information centers at any of these fairs should be addressed to the Bureau of International Commerce 8120, Department of Commerce, Washington, D.C., 20230. Each proposal should be marked with the name of one or more of the fairs.

To submit a business proposal, firms are requested to provide answers in triplicate to the following questions before the deadline for each BIC:

► What product or service do you wish to sell or offer?

► Are you seeking an agent or a distributor or do you wish to sell directly to the end user? Describe the arrangement you want and indicate whether you will grant exclusive representation in the country or region. The Department of Commerce will not seek a substitute for an established agent, distributor or representative.

► Do you wish to make a direct investment, a joint venture or a licensing arrangement? If so, briefly describe your proposal.

► Do you wish to import? If so, describe the product of interest and the type of arrangement sought.

► What type of firm is best qualified to transact your business?

Separate business proposals must be submitted for each fair and for each product category. Combination export managers and agents wishing to submit for several client firms must submit a separate proposal for each.

Firms are also asked to submit:

► A concise summary of the business proposal in 35 words or less.

► A recent copy of one of the following statements of commercial standing (if you have filed within the past year, indicate date only):

Department of Commerce Form IA-57 (available from your local Department of Commerce Field Office); a current mercantile agency report; current bank report.

► Pamphlets, brochures or other printed matter, up to 50 single sheets, in support of each business proposal in order to provide detailed information, such as weights, cubes and c.i.f. prices.

Educational materials show to take place in Basel

The 8th European Educational Materials Fair (DIDACTA), said to be the world's largest display of teaching aids, will be held June 24-28 at the Swiss Industries Fair in Basel, Switzerland. The last show, held in Nuremberg, Germany, in 1963, had 400 exhibitors.

Manufacturers, agents and dealers of teaching equipment are invited to exhibit.

The show will cover the entire range of teaching aids for all educational standards, types of schools and fields of study, as well as a comprehensive display of school furnishings and equipment.

Because of the increasing shortage of teachers at all levels and the expanding populations in Western European countries, this show is expected to encourage educational institutions to keep pace with the rapid technological progress and to help change their conservative teaching methods to modern standards.

Write: 8th DIDACTA, Clarastrasse 61, CH-4000 Basel 21, Switzerland.

Winter clothing to be featured in Paris exhibit

Women's ready-to-wear show to be held April 16-21

The 11th International Show of Women's Ready-to-Wear will be held in Paris April 16-21. It will feature winter clothing.

A total of 7,000 buyers came to the 10th show, held last fall at the Paris Fair Grounds, Porte de Versailles. French buyers came from department stores, chain stores and specialty shops. Three U.S. firms exhibited.

No official figures on the sales volume were released. An estimate by the U.S. Embassy in Paris placed the figure at $20 million, however, a ten percent increase over the 1964 fall show.

Good situation

The French ladies ready-to-wear industry is doing relatively well. The 1964 sales volume totaled about $320 million and little change was expected last year.

Business was good in the spring of 1965 but retailers were overcautious in ordering for the winter season. In September, demand rose sharply and manufacturers filled their orders. Retailers missed many sales and are now more willing to order.

Orders placed for this spring and summer at the show last fall increased by 20% for some manufacturers and by 40% for the more popular companies.

Three factors

Three main factors presently affect the ready-to-wear industry.

► Traditional "Haute Couture" has become so expensive that the market is reportedly restricted to about 3,000 wealthy ladies. Consequently, well-known "couturiers" such as Dior, Givenchy, Patou and Nina Ricci are now designing a limited number of models which are being produced by two or three good ready-to-wear manufacturers.

These garments are not sold at the couturiers' head offices, but in their "boutiques." In addition, hundreds of shops now called boutiques are being opened throughout France, where high-class ready-to-wear clothing is sold. These shops are excellent outlets for good quality clothing.

► Ready-to-wear has improved in quality. It is now largely mass-produced, making it possible for styling and designing research.

► During the past few years younger people have been buying more at lower prices; this trend has been reversed, and young women are beginning to pay more attention to quality.

The improved quality of French ready-to-wear clothing resulted in an expansion of exports—nearly $40 million. Imports amounted to $10.6 million.

Retail prices of French ready-to-wear clothing are still very high compared with prices in the United States. For this reason, it is possible to find a market especially for selected items.

A very good example is "Selection for the Spring and Summer of 1966"—primarily for teenagers—of PRISUNIC, a large chain store selling popularly priced goods. It includes U.S.-manufactured swimsuits and beach shorts made of rubberized fabric retailing at $6.

Material handling show at Frankfurt expected to bring $3.4 million sales

Headliner was Unimate—one-armed industrial robot that can obey 200 commands; Michigan firm finds agency prospects

The material handling equipment show at the Frankfurt Trade Center Feb. 3-9 drew 970 visitors from all branches of industry and from more than nine European countries.

Exhibitors reported a total of $103,636 in immediate sales and estimated sales for the next 12 months at $3.4 million.

Headliner of the show was without doubt the Unimate, a product of Unimation, Inc. This is a one-armed industrial robot that works on a hydraulic basis and which is controlled and programmed electronically. The Unimate's "brain" is capable of storing up to 200 commands.

Also of interest was AMF's "Lowerator", a so-called work positioner that initially was designed for the hotel and restaurant trade and later adapted to industrial application.

Two exhibitors displayed working models of heavy equipment, one a radio-controlled crane installation, the other a portable rack system.

Another firm, new to the German market, sold its exhibit items five times over, and reported immediate sales of $32,500. Many of the products on display were introduced to the European market for the first time and attracted much attention.

Aero-Motive Manufacturing Co., Kalamazoo, Mich., new to the German market, experienced a lively response to its line of automatic reeling devices. Immediate sales of $32,500 were concluded during the show, and sales of $100,000 are predicted for the coming year.

The firm exhibited to find agents in France, Holland and Germany and met a large number of enthusiastic candidates from all three. Negotiations for representation are expected to be concluded within the next three weeks.

AMF International and Ingersoll-Rand, well established in Germany, sold equipment during the exhibit valued at $20,000 and $10,000 respectively.

Recently modified

AMF's "Lowerators", initially used in the hotel and restaurant trade, were recently modified for use in industrial plants. Initial response in Germany was excellent. Sales of their products in the next 12 months are expected to reach $64,000.

Ingersoll-Rand believes it will sell $200,000 worth of its line of air hoists it exhibited by February 1967.

Kaman Aircraft, Bloomfield, Conn., exhibited to find a licensee for its radio remote crane control system. Daniel T. Bernard, marketing director, made contact with representatives of Demag, Siemens, and Kiepe Industrie-Electronik. One of these firms is expected to begin manufacture of this equipment within six months.

Bernard believes 75 to 100 systems of this type can be sold annually. He said had his system been licensed by the authorities (because of the radio controls involved), five systems could have been sold on the spot to Opel.

See opposite page for photographic report.

A TOTAL OF 108 DISTRIBUTORS in the European area were sought by exhibitors at the material handling show. The exhibit system was functionally applied to display suspended products of the Aero-Motive Mfg. Co (above). Photo at right shows Eric C. Schmidt (second from left) and Richard D. Short (right) in talks with German buyers over the Crown Controls Corp. fork lift truck. Show stopper was Unimation's industrial robot, Unimate. German journalists (below) at a pre-show press preview watch it respond to one of 200 commands.

HOW TO PREPARE MEALS fast and tasty is becoming more of a problem in Sweden. Attendance from members of the food industry was large, one of whom registers above at the reception desk. Photo at left catches U.S. Ambassador J. Graham Parsons in a chat with O. Follon (second from left), president of Selmix Dispensers, and Arnold Cortell (left), company representative. In Sweden, people are eating more meals away from home, putting more pressure on restaurants and cafeterias to turn out quick meals without losing in quality.

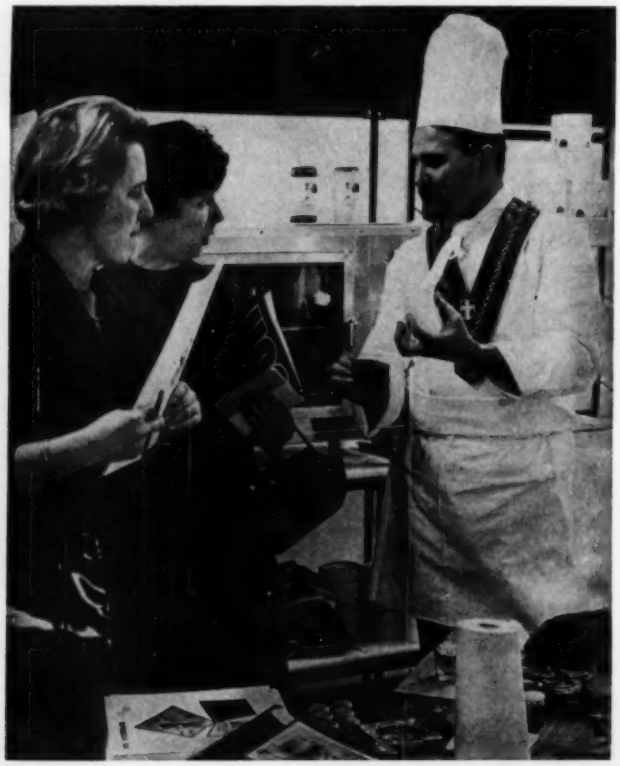
Stockholm zeroes in on food, service

A total of 28 American manufacturers—16 of them fresh from the successful catering equipment show at the London Trade Center—displayed their equipment in Stockholm early in February.

At the Stockholm Center, they showed some of Sweden's leading caterers and chefs their recent developments in faster, tastier and more economical ways of commercially preparing and serving food.

A sales report on the show is expected shortly.

DURING A PREVIEW TOUR of the show, two of the 22 reporters and editors (right) attending the press conference get some advice on how to commercially prepare and serve U.S. beef. Chef Karl-Axel Kohler cooks the beef on a Barbecue King rotissery. In photo below, a reporter-engineer team from Sveriges Radio interviews Harry V. Ryder Jr., commercial officer (seated), and Edward J. Bash, commercial attaché for Stockholm, behind him on the left.



Angolan climb levels off

Return of political stability brought three-year economic upturn

The Angolan economy, after moving ahead at an increased pace in 1964, appears to have leveled off somewhat in 1965.

This relatively high level of economic activity is ascribed to the improved political stability, efforts of the Government to bolster basic economic facilities and to invest in certain industrial enterprises, and the generally satisfactory markets for the province's agricultural products.

To a lesser extent, the economy has also benefited from private investment in industry. Foreign (non-Portuguese) financing or investment to date has not been large enough to have any special effect on the economy, though certain mining operations, such as the Cassinga iron ore project, are expected to make a significant contribution within a few years.

The Angolan Provincial Government has not yet been able to calculate the gross national product of the province, primarily because of difficulties in obtaining statistics for two important categories —services and subsistence agriculture. Nevertheless, there are enough indicators to give an idea of economic growth during 1964, the last full year for which statistics are available.

Foreign trade balance

The province's foreign trade balance in 1964—around $35 million—was the most favorable in recent years. Exports increased 25% during that year compared with 10% in 1962 and 1963. Much of the 1964 increase was due to favorable world market prices for coffee; in 1964 coffee comprised 49% of all exports. Imports in 1964, on the other hand, increased 12% in contrast with 8% in 1963.

The outlook for 1965 is not as bright. Though coffee exports remained strong, iron ore, crude oil and sisal exports were down. Imports and exports for 1965 are expected to come out about even.

Industrial manufactures increased at the rate of 13% in 1964. Agricultural production in the last two years has maintained a steady rate of growth adequate to satisfy internal demand and to provide for increased exports. Agricultural products comprised 72% of export income in 1964.

Full report available

This article is based on a comprehensive 69-page report covering the past three years prepared by the American Consulate General in Luanda.

The report is available, on loan, from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Fishing, the most important processing industry and the fifth most important commodity in the provincial economy, began to pick up in 1964. Fish landings that year were 50% over 1963 and the highest since 1957. During the first six months of 1965, however, landings fell almost to 1963 levels.

Petroleum's importance

The gross product of the petroleum industry amounted to over $40 million, and following coffee, is the most important industry in Angola. Crude production in 1964 increased 13% over 1963 but fell off considerably in 1965 because of difficulties encountered with the main Tobias deposits. Refinery production in 1964 was 14% over 1963 and reportedly increased again in 1965.

Diamond production kept pace with previous years, benefiting from a rise in world market prices. Total deposits in provincial banks rose 35% in 1964. Term deposits rose by 179%. Electric power consumption in 1964 was 21% over 1963 levels.

Tonnage handled in 1964 at all Angolan ports increased by 19% over 1963. Railroad receipts in 1964 were 93% over 1962, although they had decreased slightly in 1963 due to a fall-off in shipments on the Benguela Railroad from Katanga.

The balance of payments deficit increased from $16.4 million in December 1963 to $31.9 million in December 1964. Operations during the first six months of 1965 ran at a $26 million deficit primarily because the small trade surplus was insufficient to counteract the continuing heavy transfer of invisibles to Continental Portugal, despite severe exchange board restrictions on the latter. This presumably brought the net deficit to $58 million as of June 30, 1965.

Inflow of long-term capital transferred into the province through the legal exchange decreased steadily in 1963 and 1964. In 1964, the outflow of long-term capital was actually greater than the inflow, and this trend continued in 1965. While inflow and outflow of foreign long-term capital almost balanced out at about $400,000 in the first half of 1965, outflow to Continental Portugal was considerably greater, the difference being over $1 million. To complete the picture, net long-term capital inflow through the free exchange tends to counteract the drain through the legal exchange.

The rate of building construction decreased steadily until 1964, when it was at the lowest level since the early 1950's. However, a reversal of the trend may have taken place in 1965, as indicated by the number of building licenses issued in 1964, and by preliminary 1965 statistics.

Ordinary provincial government receipts in 1964, consisting primarily of income from taxation and profit sharing, increased by only 2% from 1963.

Despite the favorable growth in the foreign trade balance through 1964, there has been a gradual but constant deterioration in the terms of trade. This trend will probably continue for some years, particularly in view of the expected large increase in low-priced iron ore exports and in the importation of high-priced industrial machinery.

Banks set up

A third commercial bank was established, comparable in size to the Banco Comercial de Angola. Angolan financial institutions participated in the establishment in 1965 of the Bank of Lisbon and South Africa, intended to promote investment primarily in overseas African provinces. Another bank, a combine of the Banco Toto-Alianca in the Metropole and the Standard Bank of South Africa, reportedly will begin operations this year.

Negotiations for an agreement between the Lobito Mining Company and the Krupp interests of Germany for the $52 million financing of the Cassinga iron ore

UNOFFICIAL INSPECTION TEAM checks on the progress of this African railway maintenance crew. Angola's railway receipts jumped 93% between 1962 and 1964, reflecting return of political calm.

project were completed in 1965. This is expected ultimately to result in ore exports of 3.5 to 4 million tons a year.

A Government-sponsored Fund for the Support of the Fishing Industry was set up in 1964 to finance improvements in all phases of that industry.

A new customs tariff entered into effect in February 1964 which squeezed out the two major imports from the U.S.—automobiles and used clothing.

The Lomaum Dam, which furnishes power for Nova Lisboa Benguela and Lobito went into production in January 1965.

The U.S. share of the Angolan import market decreased from 10% in 1963 to 8.7% in 1964. Quantitatively, U.S. imports fell off only $100,000 from $14.1 million in 1963 to $14 million in 1964.

The stability and gradual growth of the economy offer prospects for foreign investment, particularly in mining and agricultural processing.

In manufacturing and other processing industries, the most attractive prospects appear to be textiles and food products for the internal market and fish products, meat products and sugar for export.

The most profitable areas in agriculture appear to be livestock, particularly cattle and Persian lamb, and sugar and tobacco.

Climate for investment

The climate for foreign investment is generally favorable. In 1965, the Government issued two important decrees to improve the situation.

The foreign investment law specifically authorizes establishment of firms in non-strategic fields with 100% foreign capital participation and permits remission of 100% of profits and ultimately of all the original capital investment.

The industrial protection law permits greater protection of local industry from foreign and other Portuguese competition.

Foreign businessmen presently operating in Angola have noted several additional factors which should be considered by potential investors:

- Bureaucratic slowness and retention of much of the decision-making power by the Lisbon Central Government combine to cause considerable delays which have slowed down the economy.
- Changing by the Government of conditions under which foreign companies expect to operate.
- The recent oil exploration agreement between Petrofina and the Government should be carefully studied.

Acquiring land concessions

Potential agricultural investors should note that only firms with over 50% Portuguese participation are permitted to obtain Government land concessions. This process is the only way that the Government can dispose of public lands. The Government also has adopted a policy of price controls for food products consumed locally.

Most of the capital inflow since 1961 has come in the form of long-term financing as opposed to investment.

Known U.S. capital investment in Angola amounts roughly to $18 million. This is the total estimated investment in the following firms: DIAMANG (Guggenheim-Ryan), Texaco, Mobil Portuguesa (Socony-Mobil), and the Cabinda-Gulf Oil Co. (Gulf Oil), the majority being in the latter.

This does not include an undetermined amount of financing of certain local projects by the Inter-American Capital Corporation of New York, one of which amounted to $4.5 million. It also does not include the investment of General Tire in the $5 million MABOR tire factory which is scheduled to be completed this year.

For the next few years, the Angolan economy is expected to continue to grow at least at its present pace as long as the insurgency situation remains stable.

Production of the manufacturing and processing industries will probably continue at about the same rate of growth (13%). Mining production will increase at a faster rate, primarily because of the Cassinga project.

Both foreign and metropolitan Portuguese investment is likely to increase. The Government will continue to promote foreign investment and will provide guarantees of capital and profit remittance, particularly in those industries within the purview of the Interim Development Plan.

Educational facilities, though still inadequate, will increase. Significant growth in the size of the trained labor force can be expected within five years.

Balancing trade

The deteriorating trend in terms of trade will continue, probably until such time as most of the province's internal consumer demand can be satisfied by local manufacture. Overall foreign trade will continue to increase, though the favorable balance will most likely not be as great as in 1964.

Agricultural products will occupy a gradually lessening share, and mining production a proportionately greater share in Angolan exports. Much of this, however, will depend on the discovery of new petroleum deposits, the prospects of which at present are impossible to judge accurately.

The balance of payments situation will continue to cause major concern. While an equilibrium can perhaps be attained before 1970, it will be achieved only by considerable belt-tightening and perhaps by new restrictions on imports.

However, if exports of the Cassinga project reach the maximum levels anticipated, this could almost by itself bring operations back into balance.

The percentage of African population within the monetary economy will probably increase gradually, but not significantly, in the next five years.

LAFTA schedules industrial meetings

The Secretariat of the Latin American Free Trade Association (LAFTA) has published the schedule of 14 industrial sector meetings to be held under direct LAFTA sponsorship in 1966.

The schedule (asterisks indicate that these are the first LAFTA-sponsored meetings for these industries) follows:

April 25—Machine tools, tools, and special steels.
May 2—Road building and mining machinery and equipment for petroleum industry; public works contractors.
May 23—Sewing machines*, industrial transportation equipment.
May 30—Agricultural machinery.
June 6—Household goods*.
June 13—Electronic industries and electrical communications equipment industries.
June 20—Machinery and equipment for generation, transmission and distribution of electricity.
June 27—Producers and users of copper.
July 4—Fish, crustaceans and molluscs*.
July 11—Canned and preserved fruits and vegetables.
July 19—Jewelry, silver and related industries*; fountain pens, ballpoint pens and mechanical pencils*.
Aug. 29—Chemical-pharmaceuticals.
Sept. 5—Molded plastics*.
Sept. 12—Chemicals.

Some opinion holds that the most clearly tangible results of industrial sector meetings are acceleration of LAFTA tariff reduction negotiations and augmentation of tariff adjustments affecting intra-LAFTA trade which result from these negotiations.

EEC grants Germany quota for dried prunes

The Commission of the European Economic Community has granted Germany a third country tariff quota for dried prunes (tariff number 08.12-C).

The quota, which applies to the U.S., allows imports of 6,000 metric tons of dried prunes from third countries at a reduced rate of 8.9%. The normal tariff rate for third countries is 10.4%.

This quota, applicable for the calendar year 1966, was granted on the condition that Germany allow duty-free imports of dried prunes from EEC member countries.

Swiss increase duties on cigarettes and tobacco

Switzerland has increased by 40% customs duties for cigarette tobacco and cigarettes.

The new specific duty rates in Swiss francs (1 franc = $0.23) per 100 kilos with prior rates in parentheses, are:

Brussels tariff number (BTN) 24.01.60—tobacco for the manufacture of cigarettes and cigarette tobacco of all kinds, 945 (675); BTN 24.02.70—cigarettes not put up for retail sale, 5,600 (4,000); BTN 24.02.72—cigarettes put up in retail packings, weighing up to 1.35 grams inclusive per unit, 3,360 (2,400); and BTN 24.02.74—cigarettes in retail packings, weighing more than 1.35 grams per unit, 4,200 (3,000).

Saudi Arabia establishes regulations for companies

Saudi Arabia has enacted a new companies law entitled "Regulations for Companies"—a comprehensive effort to regulate, in general terms, the incorporation, operation and liquidation of virtually all Saudi business.

Foreign companies are subject to the law if they wish to open branches or offices in the Kingdom, and also to sell securities; the regulations require firms to obtain the permission of the Ministry of Commerce and to comply with registration and publication rules.

The Regulations, in terms, are entirely consistent with Islamic law (the Shari'ah), and their application is expressly to be carried out without prejudice to any provisions of the Shari'ah.

The effect of the Regulations on American companies in the Kingdom appears to be minimal. It should be noted, however, that articles 227 and 228 expressly require that any foreign company obtain permission before opening branches in the Kingdom:

For a loan copy, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

1966 tariff reductions announced by Austria

The Austrian Finance Ministry has announced a number of tariff cuts for 1966 as a result of rising prices and shortages caused by bad weather.

The cuts include importation duty free of 200,000 metric tons of gasoline for automotive purposes during the first six months of this year (the same quota is envisaged for the second half); duty free imports of 100,000 metric tons of natural gas for industrial purposes, mainly for the production of nitrogene fertilizer; and duty reductions for imports of molasses needed in the manufacture of yeast and feedstuffs. In addition, duties were lowered on imported potato starch to alleviate the current shortage of potatoes for human consumption; and imports of fruit pulp for the production of fruit juices and preserves will be admitted duty free.

India, Pakistan end shipping restrictions

The Governments of India and Pakistan have announced an end to restrictions on shipping to each other's ports.

These restrictions have been in existence since the hostilities of last September between the two countries. According to the announcements, third country flag ships are now free to call at Indian ports while carrying cargo bound for Pakistan and to call at Pakistani ports with cargo bound for India.

In a separate development, the two countries have agreed to allow their aircraft to overfly each other's territories.

Commonwealth preferences abolished by Zambia

Zambia has introduced a new tariff schedule abolishing all Commonwealth preferences.

The new tariff structure institutes a single-column tariff and abolishes the previous four-column tariff inherited by Zambia from the former Federation of Rhodesia and Nyasaland.

According to the Finance Minister, the aims of the new tariff are to have Zambia's commercial ties conform to that nation's strict policy of non-alignment, to reduce the cost of imports, to diversify the sources of imports, and to protect Zambian industry.

Brazilian private, public agencies to spend $150 million on U.S. goods

1966 development plan calls for accelerated economic growth; incentives offered foreign, domestic investors

The Brazilian Government will help private importers and public agencies finance $150 million worth of essential imports from the U.S. in 1966 to further that country's development.

The Government, whose development plan for 1966 and beyond calls for policies and action to accelerate economic growth, further dampen inflation and press a program of reforms, has also offered new incentives to foreign and domestic private investors.

An Agency for International Development loan of $150 million will be used to finance these U.S. imports. Of the $150 million, about $30 million will be available on medium term credit to investors buying capital goods from the U.S.

Local currency generated by AID-financed imports will be used to finance industrial and agricultural credit, housing, health and other social programs. Brazil is carrying out major Alliance for Progress reforms in land tenure, banking, agricultural credit and public administration. A National Housing Bank has taken new measures to attract private savings for an expanded home loan program.

Supporting self-help program

The U.S. assistance will help support major goals of Brazil's self-help program as outlined by the Brazilian Government to the Inter-American Committee of the Alliance for Progress, a planning and advisory body.

A recent investment guaranty agreement between Brazil and AID has attracted applications for guaranties from private U.S. investors which represent a potential of more than $200 million.

The $150 million loan is expected to be augmented by approximately $300 million in additional U.S. assistance during 1966, including project loans from AID and the Export-Import Bank; sales and donations of agricultural commodities under Food for Peace legislation; AID housing and investment guaranties; technical assistance; and U.S. contributions to the Inter-American Development Bank.

These additional resources for 1966 will bring to nearly $1,000 million the total U.S. assistance authorized for Brazil since the administration of President Castello Branco assumed power in 1964.

Other credits extended

In June 1964, AID extended Brazil a $50 million credit to finance U.S. imports. This was followed in December 1964 by a $150 million credit to finance 1965 development imports and generate local currency for economic growth projects.

The dollars obligated under both loans were spent in the U.S. among a large number of U.S. firms.

In 1965, Brazil expanded her economy by about 6%, following two years of virtual stagnation, and progressed toward bringing inflation under control. From virtual international bankruptcy, Brazil has restored her credit standing, liquidated a backlog of commercial arrears, resumed the flow of financial remittances and rebuilt foreign exchange reserves.

The AID loan is repayable in dollars within 40 years, including a 10-year grace period.

Texas firm may invest in Tanzania ceramics plant

A Texas firm's study of the prospects for investing in a ceramics manufacturing plant in Tanzania will get a boost from the Agency for International Development.

The company is Interkiln Engineering of Houston. The plant would be built in Dar-es-Salaam by the National Development Corporation.

AID has agreed to underwrite half the cost of the $9,000 study, if Interkiln decides not to make an investment. Interkiln will pay the full cost of the study if it decides to go through with the project.

U.S. bars European wigs with roots in Red China

Wigs and other human hair products imported from the United Kingdom, France, Belgium, Germany and Italy lacking a Foreign Assets Control license or a certificate of origin will not be allowed into the U.S. This is simply a specific application of the Treasury Department's Nov. 10 general prohibition on all hair products using hair exported from Communist China.

The new ruling, which became effective Feb. 10, denies unlicensed entry to those products following determination that substantial quantities of Communist Chinese hair are being used in production of these items sent to the U.S. from the five European countries.

Appropriate certificates of origin are not presently available from any of the affected countries but announcement will be made in the Federal Register when such certificates become available.

Alliance promotes sale of farm goods to Colombia

Colombia will purchase $3.4 million worth of U.S. machinery and equipment needed to modernize and expand its agriculture.

The purchases will be financed through a loan for that amount authorized by the Export-Import Bank. In 1964, a similar loan of $2.5 million was authorized.

Although Eximbank's loan will be to the Colombian Government, purchases will be authorized by the Caja Credito Agrario, Industrial y Minero, an agency of the central Government.

A number of U.S. suppliers are expected to benefit from the loan, increasing the U.S. share of the Colombian market for agricultural equipment.

Finns buy 3 U.S. jet engines thru Eximbank

The Export-Import Bank is helping finance the sale to Finnair Aero O/Y of three JT8D-1 jet engines to be manufactured by United Aircraft Corporation, Hartford, Conn., and valued at $764,529.

Eximbank has financed exports of $157 million worth of machinery and equipment needed in the development of the Finnish economy since the end of World War II.

Licenses reactivated for refined copper

The Department of Commerce has reactivated export licenses, covering the export of approximately 26,000 short tons of refined copper of foreign origin, which had earlier been revoked.

The licenses had been originally revoked Jan. 20 when additional controls were placed on the exports of copper.

The Commerce Department said that this action is not a relaxation of its Jan. 20 regulations on the export of copper of domestic origin, nor should it be interpreted as signifying any change in its announced policy.

The Current Export Bulletin of Jan. 20 distinguished between the export control levels placed on all types of copper of domestic origin and the exports of refined copper of foreign origin or its equivalent.

At the time of the issuance of these new and tighter export control regulations, the Department of Commerce revoked all licenses for the export of refined copper issued in the last half of 1965. In its Jan. 20 Bulletin which announced this action, the Department said that it would reinstate those licenses for refined copper where the exporter can demonstrate that the copper has been produced from materials of foreign origin or its equivalent.

The latest action, consistent with this policy, follows receipt of certification that the copper to be exported under these revalidated licenses was covered by Customs import entries showing imports of equivalent quantities.

Pakistan Center makes five industrial studies

Five new reports, four discussing industrial investment possibilities in Pakistan, have been made available to potential U.S. investors by the Investment Advisory Center of Pakistan.

The reports are listed and priced by the Center as follows:

- Cement Requirements of East Pakistan for 1964-65—1969-70—$3.25.
- Use of Cotton Stalks for Paper—$2.
- Population Projections for Pakistan, 1961-1986—$3.
- Prospects for the Marble Industry—$3.25.
- The Market for Canned and Preserved Foods in East Pakistan—$2.50.

According to the Advisory Center, these prices include mailing charges to the U.S.

Send orders and enclosed checks to: Investment Advisory Center of Pakistan, P.O. box 7534, Farid Chambers, Victoria Rd., Karachi 3, Pakistan.

Pakistan announces release of all seized AID cargoes

The Government of Pakistan will release all U.S. AID-financed goods destined for India seized as contraband during last September's Pakistan-Indian fighting.

In line with this decision, prize court proceedings dealing with U.S. AID commodities have ceased. India previously announced release of her seized AID cargoes.

The status of non-AID financed goods remains unclear. Both countries are studying the problem, but no decision has been made.

AIRCRAFT ACCESSORIES

A German aircraft manufacturer seeks a license to produce private aircraft and ground equipment accessories.

Write: Binder Aviatik KG., 771 Donaueschingen/Baden, Flugplatz Donaueschingen/Villingen, Germany. WTD.

HANDBAGS

An Irish firm presently manufacturing women's and children's handbags from synthetic materials seeks a joint venture to expand operations into production of leather handbags for the Irish market and export to Great Britain. A U.S. investor is asked to provide technical know-how.

Write: John Harrington & Co., 29 George's Ave. Blackrock, Co. Dublin, Ireland. WTD.

NON-FERROUS METALS

A license to produce wire drawn and stamped non-ferrous metal products is sought by a French manufacturer of tubing, drop forgings and cartridge cases. The firm, reportedly employs 480 and had a sales volume of $13 million in 1964.

Write: Le Bronze Industriel, Rene Loiseau et Cie., 49 rue de Paris, Bobigny, Seine, France. WTD.

Cooley loan funds available in Chile for 1st time since '61

Private businessmen can apply for equivalent of $3 million

The Agency for International Development is again considering applications from private U.S. and Chilean firms for loans in Chilean escudos.

Up to 12 million escudos—roughly equivalent to $3 million at the current rate of exchange—are expected to become available for such so-called "Cooley" loans under a Public Law 480 commodity sales agreement concluded in 1965.

The last "Cooley" funds made available for Chilean ventures were in 1961.

The "Cooley" amendment to PL 480 provides that a share of the local currency proceeds from such commodity sales can be made available for loans to U.S. firms and their affiliates for business development in Chile, or the funds may be lent to Chilean or U.S. firms for projects which involve expanding the market for U.S. agricultural products.

Under current regulations, no loans will be made to support the manufacture of products produced in the United States, or for the manufacture of commodities to be marketed in competition with U.S. agricultural commodities.

AID will give preference to projects which lead either to increased exports or to the production of items which can be substituted for certain types of imports. Such projects would involve the construction or purchase of fixed assets in Chile, such as land, buildings, machinery or other equipment of Chilean origin. Loan funds cannot be used to purchase items imported into Chile.

The loans are repayable in Chilean escudos, at interest rates comparable to those charged by Chilean financial institutions for similar projects. All the proposed projects must be acceptable to the Government of Chile and to AID.

Loan applications may be made to AID, Washington, or the U.S.-AID Mission, care of American Embassy, Santiago. Upon request, AID will provide further information to applicants.

Sudanese businessmen make nine proposals for joint ventures with U.S. manufacturers

Plans calling for expansion, modernization, establishment of variety of industries offer opportunities for American investment

Nine joint venture opportunities indicating the keen interest of Sudanese businessmen in teaming up with U.S. manufacturers to expand, modernize and set up new industries have been proposed to U.S. firms.

Firms interested in following up one or more of these opportunities are requested to show the Interview Report (IR) number on any correspondence with the Sudanese firm or with the Bureau of International Commerce. The IR number is shown after the address of the Sudanese firm on each proposal.

0133 Poultry farm

A Sudanese poultry raiser seeks a joint venture to set up a 30,000-laying hen project.

Write: Yocoub Ibrahim, P.O. box 1363, Khartoum, Sudan. IR 45K a. WTD.

0139 Cattle feeding farms

A joint venture to establish a beef and sheep fattening project is sought by Sudanese poultry farmer.

Write: Yocoub Ibrahim, P.O. box 1363, Khartoum, Sudan. IR 45K b. WTD.

2041 Flour mill

A Khartoum promoter seeks joint venture with U.S. investor to build and operate a flour mill with adjacent feed mill. The principal, an Italian citizen, claims to have $60,000 worth of new machinery available for the prospect. A U.S. investor is asked to furnish capital in return for equity.

Reportedly, only one flour mill now operates in the Sudan and prospects are good for additional mills to meet growing requirements.

Write: Marcello Fucassi, P.O. box 1323, Khartoum, Sudan. IR 39 K. WTD.

2042 Feed mill

A joint venture to build and operate a feed mill is sought by Sudanese flour company. Reportedly, supplies of wheat bran and cottonseed meal are available.

Write: Blue Nile Flour Mill Co., P.O. box 52, Wad Medani, Sudan. IR 54K. WTD.

2091 Cotton seed oil mill

A joint venture arrangement to build a cotton seed oil mill with a soap plant as part of the operation is sought by a Sudanese importer. U.S. investor is asked to furnish the machinery in return for equity.

Write: Taha Hassan Ibrahim, P.O. box 185, Wad Medani, Sudan. IR 63K. WTD.

2851 Paints

A Sudanese importer and distributor seeks joint venture arrangement to establish a paint factory at an estimated cost of $150,000. A U.S. investor is asked to supply machinery and technical assistance in return for equity.

Write: Taha Hassan Ibrahim, P.O. box 185, Wad Medani, Sudan. IR 62K. WTD.

3011 Tires

A Sudanese cotton exporter seeks a joint venture management with an experienced U.S. tire manufacturer to build and operate a tire and tube plant. The firm commissioned a study of the project which examined aspects of the proposed venture as financing, production and operation, plant and cost estimates and the present and future Sudan market for tires and tubes.

In addition, the study discusses present conditions in the Sudan pertaining to commerce, communications, geography and climate. According to the study, the Sudanese Government welcomes new industries and foreign investors and, through its Approved Enterprise Concessions Act of 1956, offers tax and other forms of investment assistance.

The study estimates total cost of the project at $5.5 million with the cost of the machinery and plant estimated at $3 million. The Sudanese firm offers to provide land for the plant and approximately $173,000 for initial local expenses. A foreign investor would be asked to provide some capital, machinery and technical assistance and a brand name. Additional capital will be raised through Sudanese public stock subscription and local financing.

The report emphasizes that the technical supervision of the project and the training of employees is to be the responsibility of the foreign firm. It is estimated a foreign staff of ten people will be required for three years to train and supervise an initial production force of 150 and an office staff of 50.

For further details and a copy of the study, **write:** El Fadl Economic Development Co., P.O. box 520, Khartoum, Sudan. IR 43K. WTD.

3262 China tableware

A joint venture arrangement to manufacture ceramic dinnerware is sought by a Sudanese commission merchant dealing in pharmaceuticals. Reportedly, the Industrial Bank of Sudan is interested in the proposed chinaware plant project.

Write: Ahmed Mukhtar Ahmed, P.O. box 320, Khartoum, Sudan. IR 44K.

3272 Concrete products

A Khartoum construction firm and manufacturer of pre-fabricated concrete products seeks a joint venture to expand operations and introduce modern techniques of making pre-fabricated concrete panels and forms for low-income housing.

The firm, owned and operated by Italian citizens, anticipates a growing market for its products in low-income dwellings using pre-fabricated materials produced in quantity.

Reportedly in continuous operation since 1958, the company manufactures such building materials as concrete pipes, poles, tiles and forms, with the Sudan Government being a major customer. The firm is particularly anxious to adopt the centrifugation method of making concrete poles in place of casting and vibration.

A U.S. investor is asked to provide technical know-how, machinery and some capital for plant expansion.

Write: Nile Precast Concrete Co., P.O. box 1323, Khartoum, Sudan. IR 46K. WTD.

Investment Assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-8620, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-8120) Rm. 6059B, Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing BIC-8630, Rm. 1520, Department of Commerce, Washington, D.C. 20230.

World Trade Opportunities

Water supply system planned by Iraq open to construction bids

The Directorate General of Planning and Design, Ministry of Municipal and Rural Affairs, Baghdad, is inviting bids for the supply and construction of a water supply system at Kumait, Amara Liwa.

Bid deadline is April 12.

The water treatment plant is to include sedimentation tank, flocculator tanks, flash mixer, chemical dosing tank, rapid sand gravity filters, wash water pumps, finished water storage tanks, low and high lift pumps, electrical wiring and switchgear, filter building, meters, gauges, valves, piping, elevated service tank and appurtenances.

The plant is to be designed for a daily consumption of 200,000 gallons, with an estimated daily consumption requirement of 400,000 gallons in 25 years. The filters are to have a rated capacity of 16,000 gallons per hour, with a filtered water storage tank capacity of 24,000 gallons. The high and low lift pumps are to have a capacity of 265 gallons per minute.

Terms and specifications may be obtained from the issuing authority for $42 per set, plus $1.50 to cover airmail charges. The bidder will be required to submit a cash or bank guarantee of $11,200.

One set of terms and specifications can be examined by interested firms located in the U.S. at the office of the Water Industries and Engineering Services Division, Room 4111, Department of Commerce, Washington, D.C. 20230.

Pipeline construction job in Belgium open to bidders with NATO-ICB certification

Belgium's Ministry of Defense has announced a pipeline construction project which is divided into two phases. Phase A is for the supply of 10-inch diameter unwelded API tubes; this phase is valued at $320,000. Phase B is for the construction of approximately 22 km pipeline, which is to include cathode protection; this phase is valued at $720,000. The pipeline project is for the district of Vise.

U.S. firms certified eligible to participate in NATO International Competitive Bidding (ICB) may participate by registering their interest by March 15 with the Direction Generale des Constructions, Section Planning International, Caserne Major Geruzet, 294 Boulevard General Jacques, Brussels 4, Belgium.

Firms will be invited and specifications delivered after March 15. The closing date for bids is set at April 15 and May 1 for Phases A and B, respectively.

In order to obtain the specifications, bidders must show proof that payment of BF 200 ($4) has been made to CCP account No. 3007.43 of the Office Central des Soldes et Indemnites, Brussels. Payments must indicate the bidder's name and address, the name of the Direction Generale des Constructions, etc., and the referenced bid A) DPL 2/66 and B) DPL 3/66.

Information about NATO-ICB certification may be obtained by writing or calling the Department of Commerce, Trade Opportunities Staff, BDSA-6192, Washington, D.C. 20230. Telephone: 202-WO 7-4674.

Scientific and technical equipment sought by India

India has issued tender No. HAL-NK-MP/-Global Lab. and Gen. Equip/37/65 for various scientific and technical equipment including, but not limited to, the following: Laboratory equipment, scientific instruments, photography equipment, machine tools, material handling equipment, and industrial testing instruments.

Bid deadline is March 14. Bids should be submitted to: The General Manager, Hindustan Aeronautics Ltd. (HAL), Nasik Division, Nasik Road, Maharashtra, India.

Tender documents are available from the above for Rs. 25 (U.S. $5.25) per set.

Tender terms and specifications are available on a loan basis to firms located in the U.S. from the U.S. Department of Commerce, Scientific, Photographic & Business Equipment Division, BDSA-6440, Washington, D.C. 20230. Telephone: 202-WO 7-2939.

Tunisia requests bids on 6,000 TV receivers

The Government of Tunisia, the Tunisian Office of Commerce, is requesting bids for the supply of 6,000 television receivers, either completely assembled or in kit form, built to CCIR "B" standards, for VHF reception, but suitable for addition of a UHF adapter.

Bid deadline is Feb. 28 at the Office du Commerce, de la Tunisie (OCT), 13 Rue Sidi Bou Mendil, Tunis. Correspondence is preferred in French.

Copies of the bid documents and specifications, in French, are available from the Tunisian Trade Office, 65 East 56th St., New York, N.Y. 10022, or from the U.S. Department of Commerce, Electronics Division, BDSA-6420, Room 4119, Washington, D.C. 20230. Telephone: 202-967-2328.

Finland to buy various electronic equipment

Finland's Department of Civil Aviation, Ministry of Transportation and Public Works, plans to procure over the next two years the following equipment for Finnish airfields: Airfield lighting systems; radio equipment; ILS equipment; VOR equipment; SRE radar systems; SSR equipment for radar; PAR radar systems; and portable control towers.

Manufacturers may request further details directly from: Department of Civil Aviation, Siltasaarenkatu 12A, Helsinki, Finland.

Hydroelectric equipment prequalification bids are invited by Brazil

Centrais Electricas De Minas Gerais S.A. (CEMIG) will receive until April 15 at its main office, Rua Itambe 114, Belo Horizonte, Minas Gerais, Brazil, applications for prequalification of bidders for the manufacture and delivery of the permanent plant equipment for the Jaguara hydro-electric development on the Rio Grande.

Jaguara ultimately will have an installed capacity of 630,000 kw in six units. In the first stage, four units totalling 420,000 kw will be installed. This notice refers to the first four units. Operation of the first unit is required early in 1970 and of the subsequent units at about six month intervals.

Equipment required includes Francis type hydraulic turbines, generators, transformers, circuit breakers, intake, gantry cranes, penstocks pumps, communication equipment and other auxiliary equipment.

CEMIG has applied for a loan from the International Bank For Reconstruction and Development; proceeds from this loan will be applied for payments involved in this prequalification.

A copy of the requirements for bidders is available on a short term loan basis to firms located in the U.S. from the U.S. Department of Commerce, Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Washington, D.C. 20230. Telephone: 202-WO 7-4241.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated January unless noted otherwise.

Architects, Builders, Contractors and Engineers—Greece, December 1965.

Hardware—Importers and Dealers—Italy.

Iron and Steel, Nonferrous Metals and Building Materials—Importers and Dealers—Switzerland, December 1965.

Lumber, Plywood and Veneer—Importers, Agents and Exporters—Pakistan.

Medicinal and Toilet Preparations—Importers, Dealers and Manufacturers—Japan, December 1965.

Paints, Varnishes and Pigments—Importers, Dealers and Manufacturers—Thailand.

Sporting Goods, Toys and Games—Importers and Dealers—Switzerland.

World Trade Opportunities cont'd to page 27

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lousac-Sogn Building. Phone: 272-6331.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: PLaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 505 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-3920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 838-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: FRanklin 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3277.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11-464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: 583-5615.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

142 Crushed and broken stone

PHILIPPINES—Dolomite powder. Mario C. Pinto, Manager, Oerlikon (Philippines) Electrodes (manufacturer, indenter), 505 Baesa Rd., Caloocan City; Box 3822, Manila. WTD in preparation.

151 General building contractors

● **ADEN**—All or part of work on four sections of Hedjuff 'C' Power Station, 2-25,000 kw turbo alternators, and associated equipment for Aden Electricity Corporation. Tender No. DIB/ADEN ELECT 4/62643, application deadline Feb. 28. Placing of order anticipated for Sept.; commission of 1st Unit by March 1969 and 2nd Unit Aug. 1969. Write Crown Agents for Oversea Governments and Administrations, 4 Millbank, London, S.W.1, for all or any of sections of notice, quoting above tender reference number. Copy of project notice in detail and listing of consulting engineers available from Building Materials & Construction Industries Division, BDSA-6940, U.S. Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-3601).

● **LIBYA**—Construct Tourist Department Building at Benghazi. Tender No. 821 (not divisible), bid deadline 10 a.m. March 14, submit bid in sealed envelope bearing number and project title to Secretary Central Tenders Board, Ministry of Finance, Sharia Shatt, Tripoli with guarantee for 1% of tender value. Deposit of 5% required of successful bidder. Bidders must submit professional licenses, place of issue, date of expiration and type of work covered. Specification and conditions available from above Board for $42. Copy of tender notice only available.★ (Telephone: 202-967-3601.)

● Construction of youth hostel and center. Tender No. 825 is indivisible, bid deadline 10 a.m. April 4. Terms and specifications available for $14 from Public Works Dept., Tripoli and Benghazi. Guarantee of $5,600 required with each bid submitted to Secretary, Central Tenders Board, Ministry of Finance, Sharia Shatt, Tripoli. Copy of tender notice available.★ (Telephone: 202-967-3601.)

203 Canning, preserving foods

AUSTRALIA—Smoked salmon, in 7½ to 8 lb. sides. Direct purchase and agency. W. K. King Pty. Ltd. (importer, distributor, agent), 33 Macquarie Place, Sydney, N.S.W. WTD 6/22/65.

ITALY—Food specialties, for popular consumption and ready for sale. Direct purchase or agency. Fratelli Rinaldi Soc. N.C. (importer, wholesaler), 102 Via Mascarella, Bologna. WTD 1/21/66.

204 Grain mill products

TOGO—Long grain rice. Can import 100 bags every 3 months. Ets. C. U. Olympio (importer), 31 Rue Thompson 31, P.O. Box 665, Lome. WTD in preparation.

207 Confectionery, related products

ITALY—Confectionery products for popular consumption and ready for sale. Direct purchase or agency. Fratelli Rinaldi Soc. N.C.

(importer, wholesaler), 102 Via Mascarella, Bologna. WTD 1/21/66.

213 Tobacco

TOGO—Black or dark brown tobacco leaf; requests samples. United Togo Trading Co. Ltd. (importer), 11 Rue du Grand Marche, B.P. 1284, Lome. WTD 9/30/65.

222 Broad woven fabric mills, manmade fiber, silk

PHILIPPINES—Fabrics: nylon, satin. Amado Dy, President & General Manager, Erica Manufacturing Corp., 2389 Tejeron, Sta. Ana, Box 3481, Manila. WTD 11/28/64.

224 Narrow fabrics, smallwares

PHILIPPINES—Ribbon tabs. Amado Dy, President & General Manager, Erica Manufacturing Corp., 2389 Tejeron, Sta. Ana, Box 3481, Manila. WTD 11/28/64.

Ribbon cloth. Direct purchase or agency. Cu Ek Suan, Sub-Accountant, Keng Hua Paper Products Co. (manufacturer, importer, wholesaler, retailer), 516 Nueva, Box 1904, Manila. WTD 3/29/65.

225 Knitting mills

BELGIUM—Socks and gloves for all types of sports. Direct purchase and agency. Fedo p.v.b.a. (importer, wholesaler, exporter), 17 Goudbloemstraat, Antwerp. WTD 8/10/65.

228 Yarn, thread mills

PHILIPPINES—Cotton and mercerized sewing thread. Amado Dy, President & General Manager, Erica Manufacturing Corp., 2389 Tejeron, Sta. Ana, Box 3481, Manila. WTD 11/28/64.

THAILAND—Embroidery yarns, all kinds. Requests price lists and samples. Yiam Aphorn Ltd. Partnership (importer, wholesaler, retailer), 308 Sampeng St., Bangkok. WTD in preparation.

229 Textile goods

PHILIPPINES—Laces, elastics. Amado Dy, President & General Manager, Erica Manufacturing Corp., 2389 Tejeron, Sta. Ana, Box 3481, Manila. WTD 11/28/64.

Nets for fishing industry. Julian L. Sison, Corporate Secretary, San Diego Fishery Enterprises, Inc. (producer, exporter), 462 Echague, Box 1621, Manila. WTD 4/8/65.

231 Men's, youth's, boys' suits, coats, overcoats

BELGIUM—All kinds and types of sports uniforms and wearing apparel. Direct purchase and agency. Fedo p.v.b.a. (importer, wholesaler, exporter), Goudbloemstraat 17, Antwerp. WTD 8/10/65.

259 Furniture, fixtures

FINLAND—Equipment and fixtures for stores, shops, restaurants, hotels, for own account. Oy Transinventa Ab (importer), P.O. Box 10703, Helsinki. WTD 1/27/66.

261 Pulp mills

PHILIPPINES—Bleached pulp, sulfate. Direct purchase or agency. Cu Ek Suan, Sub-Accountant, Keng Hua Paper Products Co. (manufacturer, importer, wholesaler, retailer), 516 Nueva, Box 1904, Manila. WTD 3/29/65.

262 Paper mills

PAKISTAN—Kraft, 20" x 30", 45 grms; tissue, 20" x 30", 20 grms. Hope & Heal (manufacturer), Cantonment Rd., Sialkot, West. WTD 1/19/66.

PHILIPPINES—Newsprint; book paper; carbonizing tissue paper. Direct purchase or agency. Cu Ek Suan, Sub-Accountant, Keng Hua Paper Products Co. (manufacturer, importer, wholesaler, retailer), 516 Nueva, Box 1904, Manila. WTD 3/29/65.

263 Paperboard mills

PHILIPPINES—Tagboard. Direct purchase or agency. Cu Ek Suan, Sub-Accountant, Keng Hua Paper Products Co. (manufacturer, importer, wholesaler, retailer), 516 Nueva, Box 1904, Manila. WTD 3/29/65.

281 Industrial chemicals

● **BURMA**—Anodizing dyes, 4 in all; 1,500 lb. each, package size not specified; enamelware dyes, 167 and 389 kgs. each, in 12.5 kg. containers; normal export packing. Tender No. IT 8/11/65-66, bid deadline March 26. Chairman, Trade Corp. No. 11, (Chemicals & Dyes) 73/75 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-2067).

● Disperse dyes, 11 in all, quantities ranging from 157 to 5,883 lb. each, in 1 lb. container. Tender No. IT 5/11/65-66, bid deadline March 16. Chairman, Trade Corp. No. 11 (Chemicals & Dyes) 73/75 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-2067).

● Cosmetic colors, 20 to 880 lb., in 1 to 20 lb. container sizes. Tender No. IT.6/11/65-66, bid deadline March 22. Chairman, Trade Corp. No. 11 (Chemicals & Dyes) 73/75 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-2067).

● **GUATEMALA**—Chlorine, 90,000 lb. of liquid. Container size not indicated. Tender No. 1-66, bid deadline Feb. 28. Municipalidad de la Ciudad de Guatemala, Secretaria Municipal, Palacio Municipal, Guatemala City. Correspondence preferred in Spanish.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

PHILIPPINES—Potassium titanate powder. Mario C. Pinto, Manager, Oerlikon (Philippines) Electrodes (manufacturer, indenter), 505 Baesa Rd., Caloocan City; Box 3822, Manila. WTD in preparation.

Chemical compounds for paper making. Direct purchase or agency. Cu Ek Suan, Sub-Accountant, Keng Hua Paper Products Co. (manufacturer, importer, wholesaler, retailer), 516 Nueva, Box 1904, Manila. WTD 3/29/65.

SWITZERLAND—Industrial chemicals in general. Direct purchase and agency. Hans Trauffer AG (importers, distributors, manufacturers' agents), 8700 Kuesnacht/ZH. WTD 1/10/66.

● **TURKEY**—Potassium carbonate, 250 metric tons, minimum 70% K_2CO_3 minimum 10% Na_2CO_3, free from sodium hydroxide (NaOH) and potassium hydroxide (KOH); non-solubles in water, 0.1% maximum. Bid deadline March 3. Turkiye Zirai Donation Kurumu Genel Mudurluger, Ankara. (Government—Agricultural Supplies Association). English translations of bidding specifications available from Modern Tercume Burosu, 20/7 Meneske Sokak, Kizilary-Ankara, at $6 per copy including air charges.

282 Synthetic materials

SWITZERLAND—Raw materials for plastics and rubber industries; interested in wide variety of products, especially newly developed materials. Direct purchase and agency. Hans Trauffer AG (importers, distributors, agents), 8700 Kuesnacht/ZH. WTD 1/10/66.

283 Drugs

ITALY—Medicinal specialties for human use. Direct purchase and agency. G. & A. Fratelli Tucci (wholesaler, agent), Via Fratelli Bonnet 26, Rome. WTD in preparation.

SWITZERLAND—Pharmaceuticals, all types. Direct purchase and agency. Hans Trauffer AG (importers, distributors, agents), 8700 Kuesnacht/ZH. WTD 1/10/66.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics, toilet preparations

ITALY—Toilet soap, hair tonics, tooth paste, creams. Direct purchase and agency. G. & A. Fratelli Tucci (wholesaler, agent), Via Fratelli Bonnet 26, Rome. WTD in preparation.

★★ **SOMALI—Trade Mission**

Soap powder in bags, to be packaged in Somali under Somali name. Ali Adib Dualeh & Co. (importer, exporter, wholesaler), P.O. Box 180, Hargeisa. WTD 11/24/65. TM 3.

SWITZERLAND—Cosmetics, toilet preparations, all kinds; dyestuffs; detergents; disinfectants. Direct purchase and agency. Hans Trauffer AG (importers, distributors, agents), 8700 Kuesnacht/ZH. WTD 1/10/66.

285 Paints, varnishes, lacquers, enamels

SWITZERLAND—Chemicals, related raw materials for paint manufacturing use. Direct purchase and agency. Hans Trauffer AG (importers, distributors, agents), 8700 Kuesnacht/ZH. WTD 1/10/66.

287 Agricultural chemicals

● **SUDAN**—DDT, 25% E.C., 1.170,00 imp. gals.; dimethoate, formulation containing 3.2 lb. dimethoate per imp. gal., 207,000 imp. gals.; Torbidan®, formulation containing 4 lb. toxaphene 2 lb, DDT, and 0.5 lb. methyl parathion per U.S. gal., 725,000 imp. gals.; bid deadline March 12. Assistant General Manager (Supplies), The Sudan Gezira Board, Barakat.★ (Telephone: 202-WO 7-3910).

289 Chemical products

SWITZERLAND—Stencil correction compounds; chemicals for manufacture of printing inks. Direct purchase and agency. Hans Trauf-

fer AG (importers, distributors, agents), 8700 Kuesnacht/ZH. WTD 1/10/66.

291 Petroleum refining

● **IRAQ**—Multi-purpose additive, 72,000 lb., to formulate gear lubricants, packed in U.S. 50 gallon steel drum containers. Tender No. 2/66, bid deadline March 12. Terms and specifications may be obtained for $2.00 per copy from Government Oil Refineries Administration, Ministry of Oil, Baghdad.★ (Telephone 202-WO 7-2355).

302 Rubber footwear

BELGIUM—Basketball shoes, tennis shoes, track shoes, other rubber sportshoes of all types. Direct purchase and agency. Fedo p.v.b.a. (importer, wholesaler, exporter), 17 Goudbloemstraat, Antwerp. WTD 8/10/65.

306 Fabricated rubber products

PAKISTAN—Rubber tubes for use in medical laboratory. Hope & Heal (manufacturer), Cantonment Rd., Sialkot, West. WTD 1/19/66.

SWEDEN—Latex rubber surgical gloves. Holmberg, Fassbender & Co. AB (importer, exporter), Arsenalsgatan 4, Stockholm. WTD 1/25/66.

THAILAND—Foam rubber fabrics, 42″ wide, for brassieres; initial order 3,000 meters; requests price lists, samples. Yiam Aphorn Ltd. Partnership (importer, wholesaler, retailer), 308 Sampeng St., Bangkok. WTD in preparation.

307 Plastic products

SWITZERLAND—Plastic moldings for pharmaceutical and chemical trade. Direct purchase and agency. Hans Trauffer AG (importers, distributors, agents), 8700 Kuesnacht/ZH. WTD 1/10/66.

311 Leather tanning, finishing

FRANCE—Chromed butt splits and pickled butt splits (from 8-12 lb. each), free from warble holes and blind warbles; good quality, suitable for fabrication of velvet and napa leather; chromed calfskin leather straps and related lines. Direct purchase in lots of approx. 10 metric tons per month. Tanneries de Villefranque (tanners, leather processors and transformers), 64 Villefranque, Basses-Pyrenees. WTD 3/10/65.

GERMANY—Suede and napa leather for garments made of sheep and goat skin. Direct purchase or agency. Leder-Laag, 27 Altenwall (P.O. Box 791), 28 Bremen. WTD 5/17/65.

326 Pottery, related products

● **NORWAY**—Supply of 24,000 suspension insulators, M & E strength 46,300 lb. and 4,000 suspension insulators, M & E strength 36,400 lb. for a 300 kv power line. Bid deadline March 21. Tender documents available from the State Power System, Middelthunsgt. 27 B, Oslo 3. Documents available on payment of $14.04 plus $1.69 airmail postage.

329 Abrasive, asbestos, nonmetallic mineral products

PAKISTAN—Grinding wheels, stone, 16″ x 1″ x 1″; emery powder; emery salt; peerless polish lustre; for use in manufacture of stainless steel surgical goods. A. F. Ahmad & Co. (manufacturer), Ahmad Bldgs., Railway Rd., Sialkot 1, West. WTD 1/17/66.

Grinding wheels, stone: 16″ x 1″ x 1″; 18″ x 1″ x 1″; 24″ x 1″ x 1″; emery powder; emery salt; peerless polish lustre, for use in stainless steel surgical goods industry. Hope & Heal (manufacturer), Cantonment Rd., Sialkot, West. WTD 1/19/66.

PHILIPPINES—Potassium feldspar; mica (muscovite) powder. Mario C. Pinto, Manager, Oerlikon (Philippines) Electrodes (manufacturer, indenter), 505 Baesa Rd., Caloocan City; Box 3822, Manila. WTD in preparation.

331 Steel mill products

PAKISTAN—Stainless steel: bars, AISI-410; sheets, AISI-420; wire, AISI-410; pipes, AISI-304; for use in manufacture of stainless steel surgical goods. Hope & Heal (manufacturer), Cantonment Rd., Sialkot, West. WTD 1/19/66.

Stainless steel: bars, AISI-410; sheets, AISI-420; wire, AISI-410; pipes, AISI-304; for use in manufacture of stainless steel surgical goods. A. F. Ahmand & Co. (manufacturer), Ahmad Bldgs., Railway Rd., Sialkot 1, West. WTD 1/17/66.

PHILIPPINES—Extra-low-carbon stainless steel wire in coils; A.I.S.I., types 304 and 316, dias. 3.25 and 4.0 mm. Mario C. Pinto, Manager, Oerlikon (Philippines) Electrodes (manufacturer, indenter), 505 Baesa Rd., Caloocan City; Box 3822, Manila. WTD in preparation.

333 Primary smelting, refining of nonferrous metals

PHILIPPINES—Manganese metal powder. Mario C. Pinto, Manager, Oerlikon (Philippines) Electrodes (manufacturer, indenter), 505 Baesa Rd., Caloocan City; Box 3822, Manila. WTD in preparation.

342 Cutlery, hand tools, general hardware

ECUADOR—Lock sets, door; electrically operated. Requests catalogs with offers. Hitti Villagomez Compania Ltda. (importer, wholesaler), Casilla Postal 1034, Quito. WTD in preparation.

MOROCCO—Augers, earth, to be used with boring equipment for digging building foundations. Quotations Casablanca. Direct purchase and agency. EHM-Maroc (importer/agent), 32-34 Rue de Barsac, Casablanca. WTD 1/27/66.

PAKISTAN—Twist drills, ½″ to 1/64″; hacksaw blades, 1″ to 12″, ½″ to 12″, for use in stainless steel surgical goods industry. Hope & Heal (manufacturer), Cantonment Rd., Sialkot, West. WTD 1/19/66.

Steel files, 4″ to 12″, flat, round and bastard; twist drills, ½″ to 1/64″; hacksaw blades, 1″ to 12″, ½″ to 12″, for use in manufacture of stainless steel surgical goods. A. F. Ahmad & Co. (manufacturer), Ahmad Bldgs., Railway Rd., Sialkot 1, West. WTD 1/17/66.

344 Fabricated structural metal products

● **BURMA**—Total 9 girders for "Construction Stores": 2—150 ft. bridge girder spans, through type; 3—100 ft. spans, through type; 4—40 ft. deck type bridge girder spans. Tender No. 302/CONST-BR (E)/1965-66, bid deadline March 31. Mail tender in triplicate to the Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon. Cable: "RHEOSTAT RANGOON." Specifications and drawings available through American Embassy, Rangoon for U.S. $15 each by certified check. Copy of tender invitation only.★ (Telephone: 202-967-3601.)

● Supply two welded steel storage tanks, one million gallon capacity each, Tender No. 901/T/CONST/PO1-DD(65-66); supply two welded steel storage tanks, 12,000 gallons capacity each, tender No. 902/T/CONST/PO1-DD (65-66); supply two welded steel storage tanks, 20,000 gallons capacity, tender No. 903/T/CONST/PO1-DD(65-66); supply one welded steel storage tank, 50,000 gallon capacity, tender No. 904/T/CONST/PO1-DD (65-66). Bid deadline on all tenders March 31. Procurement Manager, People's Oil Industry, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-4241).

346 Metal stampings

ECUADOR—Cooking and kitchen utensils of stamped aluminum; stamped and pressed stainless steel, vitreous enameled. Requests catalogs with offers. Importadora Grawor (importer, wholesaler, retailer), Aptdo. 2895, Quito. WTD 11/15/65.

349 Fabricated metal products

● **BURMA**—22 6″, 30 4″ wedge gate valves. Tender No. 906/T/CONST/POI-DD(65-66), bid deadline March 31. Procurement Manager, People's Oil Industry, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-5589).

353 Construction, mining, materials handling machinery

● **BURMA**—12 granulators, portable plants, to produce ½″ to 1½″ aggregate at rate of 13—20 tph, diesel powered; 10 portable crushers, to produce 10 tph, diesel powered; two year supply of spare parts required for each. Tender No. P. IV (T)MCY-PWC(M)(65/66), bid deadline March 25. Director of Engineers, Public Works Corp., 60 Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5566).

● One mobile mounted power crane, full circle, 4/6 ton lift capacity, diesel powered; one crawler or mobile mounted power crane and dragline combination, ¾ cu. yd. capacity, diesel powered; 3 crawler or mobile mounted power shovels, ¾ cu. yd. capacity, diesel powered; 5 diesel truck-tractors and tandem axle trailer, tilt platform type, with 15-20 ton carrying capacity; 7 portable platform hoist towers, diesel power; 20 spray painting units with 15 cfm compressor, 4 hp. 400/440 v., a.c., 3 phase electric motor drive and spray guns; two year supply of spare parts for each. Tender No. E. XII (T)MCY-PWC(M)(65/66), bid deadline March 25. Director of Engineers, Public Works Corp., 60 Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5566).

MOROCCO—All types of road and airport construction equipment and machinery; mobile cranes, crawler and truck mounted; mining, excavating and earthmoving equipment; earth and rock boring equipment for digging building foundations. Quotations Casablanca. Direct purchase and agency. EHM-Maroc (importer/agent), 32-34 Rue de Barsac, Casablanca. WTD 1/27/66.

PAKISTAN—Shovels, bucket capacity 1½, 2, 2½ cu. yd. Excavators, bucket capacity 1½, 2, 2½ cu. yd. Tractors, caterpillar, D7, D8 or equivalent. Graders, 100, 125, 210 hp. Road rollers, 8/10, 10/12 ton steel wheel; 20, 25, 30 ton pneumatic wheel. Scrapers, capacity 12/15 and 15/20 cu. yd. Draglines, bucket capacity 1, 1½, 2, 2½ cu. yd. Basic Agencies & Construction Co. Ltd. (manufacturer), 429 Al-Falah, The Mall. P.O. Box 314, Lahore, West. WTD 12/15/65.

PHILIPPINES—Road building equipment

and parts. Mr. A. C. Trinidad, Asst. Treasurer, Aguinaldo Development Corp. (manufacturer, producer, exporter, wholesaler, retailer), Metropolitan Theatre Bldg., Plaza Lawton, Box 277, Manila. WTD 10/17/64.

THAILAND—Rock crushing plant to produce limestone for agricultural uses, capacity 40-100 tons per 8 hour shift. Requires price quotations separately for generating set, crusher, packaging and weighing machine, conveyor. Requests prompt replies with drawings, f.o.b. price, catalogs. P. R. & Associates Co. Ltd. (importer, distributor), 250 Patipat Rd., Bangkok. WTD 8/27/65.

354 Metalworking machinery

FRANCE—Metal forming and cutting machine tools, including lathes, milling machines, related light and medium-duty equipment; portable electric tools, preferably industrial tools of new types. Direct purchase and agency. Requests replies in French. Ateliers de Constructions Electriques & Mecaniques (ACEM) (dealers), Avenue de la Liberte, 40 Saint-Paul-les-Dax, Landes. WTD 5/10/65.

PAKISTAN—Fiber and wire wheel brushes for use in stainless steel surgical goods industry. A. F. Ahmad & Co. (manufacturer), Ahmad Bldgs., Railway Rd., Sialkot 1, West. WTD 1/17/66.

Files: engineering and die sinking, checkering, hand, flat, round and bastard, 4" to 12". Fiber and wire wheel brushes for use in stainless steel surgical goods industry. Hope & Heal (manufacturer), Cantonment Rd., Sialkot, West. WTD 1/19/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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355 Special industry machinery

AUSTRALIA—Cutting, perforating, creasing and scoring rules for printing industry. Direct purchase and agency. Metaplast Trading Co. (importer, wholesaler), 7 Upper Cliff Ave., Northbridge, Sydney, N.S.W. WTD 1/11/66.

FRANCE—Woodworking machinery and machine tools, light and medium-duty equipment, including portable power tools for sawmills, cabinet and furniture makers, veneer workers and artisans, suitable for utilization with a.c., 50 cycles, 110/120 or 220 volts. Direct purchase and agency. Requests replies in French. Ateliers de Constructions Electriques & Mecaniques (ACEM) (dealers), Avenue de la Liberte, 40 Saint-Paul-les-Dax, Landes. WTD 5/10/65.

PAKISTAN—Medium size plastic and rubber plant to manufacture foam rubber mattresses, tires and tubes for passenger cars, garden hose, other items. Requests c&f prices, machinery specifications promptly. Blackhawk Engineers Ltd. (importing distributor), 43/F Gulberg, Lahore, West. WTD 11/30/65.

Machinery and equipment for production of sodium silicate; furnaces should be automatic, continuous feeding and discharging. Prefers one furnace capable of producing 50 tons sodium silicate solid per day. Requests catalogs, quotations c&f Karachi.. Farrokh Chemical Industries (importer), Usmanabad, Karachi 3. WTD 1/26/66.

Machinery for plastic rotational molding for toy industry. Shabnam Plastic Industries (manufacturer, proposed), 8/K Gulberg III, Lahore, West. WTD 1/20/66.

PHILIPPINES—Plywood, veneer, sawmilling machinery and equipment; parts for same. Logging machinery and parts. A. C. Trinidad, Asst. Treasurer, Aguinaldo Development Corp. (manufacturer, producer, exporter, wholesaler, retailer), Metropolitan Theatre Bldg., Plaza Lawton, Box 277, Manila. WTD 10/17/64.

Slipway and drydock machinery and equipment. Julian L. Sison, Corporate Secretary, San Diego Fishery Enterprises, Inc. (producer, exporter), 462 Echague, Box 1621, Manila. WTD 4/8/65.

TAIWAN—Can boxing, capping machines, microscope. Requests catalogs and price information. Chia Nan Foods Corp. (manufacturer), 135 Lung Tien, Tainan Hsien. WTD in preparation.

Can labeling and capping machines. Requests catalogs, prices. Hin Hwa Industrial Co., Inc. (manufacturer), 8 Nan Hsiao St., Changhua. WTD in preparation.

Can making, seaming, boxing and labeling machines. Requests catalogs, prices. Kuo Kuang Canning Food Corp. (manufacturer), 77 Taiping Rd., Taiping, Taichung Hsien. WTD in preparation.

Vacuum freezing dehydration equipment. Requests catalogs, price list. Taitung Cannery, Taitung Sugar Factory, Taiwan Sugar Corp. (Government agency), Taitung.

Vacuum freeze drying machine. Requests catalogs, prices. Nan Tai Industrial Co., Ltd. (manufacturer), 4 Fl., 16 Lane 10, Chang An East Rd., Sec. 1, Taipei. WTD in preparation.

Can seaming, labeling and boxing machines. Requests catalogs, prices. Taiwan Canneries Consolidated Corp. (manufacturer, exporter), 82 Heng Yang Rd., Taipei. WTD in preparation.

Machine for washing and grading asparagus and for cutting mushroom stems. Requests catalogs, price list. Taiwan Maling Canned Goods Factory Co., Ltd. (manufacturer), 2nd Fl., 6 Chang An East Rd., Sec. 1, Taipei. WTD 7/15/65.

Canning and packaging machine for asparagus and oranges. Requests catalogs, price list. Taiwan Pineapple Corp. (manufacturer), Changhua factory, 2 Sheng Shing Li, Changhua. WTD 10/14/64.

Box packing machine for canned goods. Requests catalogs, price list. Taiwan Pineapple Corp. (manufacturer), Feng Shan Factory, 55 Wen Hua Rd., Feng Shan, Kaohsiung Hsien. WTD 10/14/64.

Box packing machine for canned goods. Requests catalogs, price list. Taiwan Pineapple Corp. (manufacturer), Yuan Lin Factory, 35 Hsin Sheng Rd., Yuan Lin, Changhua Hsien. WTD 10/14/64.

Bottle capping machinery. Requests catalogs, prices. Te Phone Canned Food Factory Corp. (manufacturer), 48 Hsing An Rd., Sha Lu, Taichung Hsien. WTD in preparation.

Canned goods box packing machine. Requests catalogs, prices. T.K. Canned Foods Corp. (manufacturer), 56 Yuan Shui Rd., Yuan Lin, Changhua Hsien. WTD in preparation.

Can seaming machine. Requests catalogs, prices. Tong Ho Foods Industrial Co., Ltd. (manufacturer), 37 Wuchang St., Sec. 1, Taipei. WTD in preparation.

Machine for making fruit juices; vegetable dehydrating machine. Requests catalogs, prices. Yung Tai Canning Factory Co., Ltd. (manufacturer), 27-2 Tou Tse Pu, Chu Pei Village, Hsinchu Hsien. WTD in preparation.

Automatic capping machine and labeling machine for canned foods. Requests catalogs, price list. Shilin Canning Factory, Ltd. (manufacturer), 36 Tan Hsing Rd., Tan Tze, Taichung Hsien. WTD in preparation.

Semi-automatic seamer for jars; automatic scale and capper, small manual lift, of most competitive price. Requests catalogs, prices. Shin I Food Factory Ltd. (manufacturer), P.O. Box 402, Taipei. WTD in preparation.

Machines for making carbonated fruits juice and banana puree. Requests catalogs, prices. Shin Sheng Industrial Factory Ltd. (manufacturer), 30 Kuanghwa St., Changhua. WTD in preparation.

Automatic seaming machine, dehydrating machine. Requests catalogs, prices. Sze Chuan Food Products Co., Ltd. (manufacturer), 18 Lane 76, Wan Sheng St., Ching Mei, Taipei. WTD in preparation.

Automatic seaming machine, mushroom canning machines, other new canning machines. Requests catalogs, prices. Tai Hong Canned Food Factory Ltd. (manufacturer), 42 Yuan Sui Rd., Yuan Lin, Changhua Hsien. WTD in preparation.

Can seaming machine. Requests catalogs, price list. Tsing Lai Foodstuff Industry Co., Ltd. (manufacturer), 42 Lane 31, Shiang Shang Rd., Sec. 1, Taichung. WTD in preparation.

356 General industrial machinery

● **BURMA**—2 centrifugal pumps, 500 gpm, 140 ft. head; 2 centrifugal pumps, 120 gpm, 100 ft. head. Tender No. 1/QO/(T)/MCY-POI/DD(65-66), bid deadline March 31. Procurement Manager, People's Oil Industry, Box 1049, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-5589).

● Centrifugal pumps: 18, 800-gpm, 160' head; 17, 400-gpm, 60' head; 16, 100-gpm, 100' head. Tender No. E.XIII(T)MCY-PWC(M)(65-66), bid deadline March 31. Director of Engineers, Public Works Corp., 60 Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

● Horizontal end suction centrifugal pumping units, 2,500 I.G.P.M. capacity with 75 ft. head; ve 100 I.G.P.M. capacity with 70 ft. head. Tender No. 3/QO/T/MCY/POI-DD(65-66). Bid deadline March 31. Procurement Manager, People's Oil Industry, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-5589).

● 5 rotary, water cooled air compressors, with capacity of 53 cu. ft. per minute. Tender No. 2/QO/T/MCY/POI-DD(65-66), bid deadline March 31. Procurement Manager, People's Oil Industry, 604 Merchant St., Rangoon.★ (Telephone: 202-WO 7-5589).

ECUADOR—Industrial air purification equipment. Requests catalogs with offers. Hitti Villagomez Compania Ltda. (importer, wholesaler), Casilla Postal 1034, Quito. WTD in preparation.

357 Office, computing, accounting machines

JAPAN—Programmed teaching machines, preferably with back lighted visual presentation. Requests catalogues, promotion material, prices. Yagami Scientific Instrument Mfg. Co. (manufacturer, importer, exporter), 3. 2-chome, Kyo-machi, Naka-ku, Nagoya. WTD 1/25/66.

358 Service industry machines

FINLAND—Vending machines. Import for own account. Oy Transinventa Ab (importer), P.O. Box 10703, Helsinki. WTD 1/27/66.

IRAQ—Domestic air conditioning units. L. Forster & Sabbagh Co. (private enterprise), 436/1 Rashid St., Baghdad. WTD 1/18/66.

PHILIPPINES—Refrigeration equipment for fishing industry. Julian L. Sison, Corporate Secretary, San Diego Fishery Enterprises, Inc. (producer, exporter), 462 Echague, Box 1621, Manila. WTD 4/8/65.

SWEDEN—Water purifying equipment and water softeners for swimming-pools; accessories for swimming-pools. Direct purchase and agency. Aquapool AB, (importer, exporter, manufacturer, sales agent), Tranebergsvagen 20, Stockholm. WTD 1/25/66.

361 Electric transmission, distribution equipment

● **BURMA**—Supply of 600 dozen fuse bases. End entry with front screw terminal, current carrying capacity 20/30 amps. Tender No. 20/EL(T)65-66, bid deadline Feb. 28. Divisional Manager, Trade Corp. No. 14 (electrical goods) St. Johns Rd., Rangoon.★ (Telephone: 202-WO 7-4241).

● Supply of electric measuring instruments including 2 clip-on ammeters, 2 insulation testers, 2 milli volt meter, and 2 AC + DC volt meters. Tender No. Q/59-SM-MCY/1/1, bid deadline Feb. 28. General Manager, Steel Mill, Ywama, Insein.★ (Telephone: 202-WO 7-2939).

● **COLOMBIA**—Design, manufacture and supply of 8 rural distribution sub-stations for the Rio Prado, Department (State) of Tolima, Power Plant System. Tender No. EM-66-022, bid deadline March 29. Instituto de Aprovechamiento de Aguas y Fomento Elictrico, Carrera 13, No. 27-00, Oficina 313, Bogota. Copy of specifications available in Spanish for review only, not for loan, in the Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

● **GREECE**—Supply of 123—22 kv, 750 mva outdoor type oil circuit breakers; 112 are to have interrupting capacities of 800 amps. and 12 are to be rated 2000 amps. Tender No. PAP/2236, bid deadline April 1. Public Power Corp., Athens—Piraeus Division, Purchasing Dept., 83-85 Academy St., Athens.★ (Telephone: 202-WO 7-4241).

362 Electrical industrial apparatus

● **GREECE**—Supply 4 sets 800 kw diesel generator sets. Tender No. DED-5012, bid deadline March 22. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4241).

363 Household appliances

FRANCE—Electrical household appliances and apparatus of all categories: vacuum cleaners, dish and laundry washing machines, refrigerators, electric ranges and heaters, floor polishers, general electrical equipment, devices, accessories for home use, a.c., 50 cycles, 110/120 or 220 volts. Direct purchase and agency. Requests replies in French Ateliers de Constructions Electriques & Mecaniques (ACEM) (dealers), Avenue de la Liberte, 40 Saint-Paul-Les-Dax, Landes. WTD 5/10/65.

364 Electric lighting, wiring equipment

● **TANZANIA**—Supply of miscellaneous outdoor lighting equipment including mercury vapor lamps, fixtures, associated control equipment, steel street lighting poles, bracket arms, sodium lamps outer jackets. Bid deadline March 5. The Town Clerk, City Hall, P.O. Box 9084, Dar es Salaam.★ (Telephone: 202-WO 7-4241).

366 Communication equipment

GERMANY—Aircraft communication equipment, including wireless equipment. Direct purchase and agency. Binder Aviatik KG (manufacturer, exporter, importer, manufactures' agent, retailer), 771 Donaueschingen/Baden, Flugplatz Donaueschingen/Villingen. WTD 12/28/65.

● **KENYA**—Supply of automatic telephone exchange with initial capacity of 600 lines and ultimate capacity of 1,000 lines. Tender documents will be furnished by the Crown Agents for Overseas Government & Administration, 4 Millbank, London, S.W.1., to qualified, registered bidders. Reference should be made to DF 4252 of Jan. 24, 1966.

369 Electrical machinery, equipment, supplies

● **COSTA RICA**—Supply of 14 telephone exchange stationary lead-acid type batteries with a total of 354 cells. Tender No. 1306, bid deadline March 7. Instituto Costarricense De Electricidad ("ICE"), San Jose. Correspondence preferred in Spanish (accepted in English).★ Specifications in Spanish. (Telephone: 202-WO 7-4241).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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371 Motor vehicles, motor vehicle equipment

VENEZUELA—Suspensions, axles, wheels, to manufacture semi-trailers (own use). Requests replies in Spanish. Industria Venezolana Remolque Orinoco, C.A. (IVROCA) (manufacturer), Avenida San Martin, Final Callejon Agropsa, Caracas WTD 1/21/66.

372 Aircraft, parts

GERMANY—Equipment, parts, accessories for non-commercial and non-military aircraft, such as propellers, standard-size nuts, bolts, components. Direct purchase and agency. Binder Aviatik KG. (manufacturer, exporter, importer, manufacturers' agent, retailer), 771 Donaueschingen/Baden, Flugplatz Donaueschingen/Villingen. WTD 12/28/65.

373 Ship building, repairing

PHILIPPINES—Boat construction equipment and parts for building wooden boats. A. C. Trinidad, Asst. Treasurer, Aguinaldo Development Corp. (manufacturer, producer, exporter, wholesaler, retailer), Metropolitan Theatre Bldg., Plaza Lawton, Box 277, Manila. WTD 10/17/64.

381 Engineering, laboratory, scientific, research instruments

GERMANY—Navigational instruments for aircraft. Direct purchase and agency. Binder Aviatik KG. (manufacturer, exporter, importer, manufacturers' agent, retailer), 771 Donaueschingen/Baden, Flugplatz Donaueschingen/Villingen. WTD 12/28/65.

● **GREECE**—Supply of laboratory electrical sterilizing and incubating ovens, laboratory centrifuges, chronometers, time gauges, etc. Tender No. 31/65, bid deadline March 15. Estimated value $57,700. Delivery within three months from opening of letter of credit or notification of award. Institute of Social Insurance (IKA), Supply Dept., 8 Aghiou Constantinou St. Athens.★ (Telephone: 202-WO 7-2939).

PAKISTAN—Blood testing tubes; hemoglobinometers; hemocytometers; centrifuge machines; microscopes and slides. Hope & Heal (manufacturer), Cantonment Rd., Sialkot, West. WTD 1/19/66.

382 Instruments for measuring, controlling, indicating physical characteristics

● **COSTA RICA**—Supply of 10,000 water meters, residential; magnetic or mechanical transmission, as follows: 9,200 of ⅝" or ½"; 652 of ¾"; 175 of 1"; all necessary replacement parts for above meters; 10,000 cast iron water meter cases for above; copper tubing, 40,800 ft. flexible pipe in rolls. Tender No. 62, bid deadline March 8. Terms and specifications in Spanish. Correspondence preferred in Spanish. Servicio de Aguas y Alcantarillado, Servicios Generales, Seccion de Proveeduria, Edificio Astorgo, Paseo de los Estudiantes, y Avenida 10, San Jose (or P.O. Box 5120, San Jose).★ (Telephone: 202-WO 7-2939).

PAKISTAN—Thermometers, clinical. Hope & Heal (manufacturer), Cantonment Rd., Sialkot, West. WTD 1/19/66.

● **TURKEY**—Supply of 50 air regulators capable of reducing air pressure down to 5 kg/cm^2 from 15 kg/cm^2, complete with kg/cm^2 graduated pressure gauge, inlet and outlet ½" F.P.T. Bid deadline March 7. English translations of specifications available at $6.50 per copy, including air mail charges, from Modern Tercume Burosu, 20/7 Menekse Sokak, Kizilay-Ankara. Petrol Ofisi Genel Mudurlugu, Ankara.

384 Surgical, medical, dental instruments

FRANCE—Surgical and medical equipment, hospital and clinic units, all categories, including electrical gadgets, electronic devices, instruments, appliances and supplies, such as catheters, respirators, stethoscopes, clamps, bronchoscopes, bone-drills, blood-pressure and metabolism apparatus, probes, medical atomizers, surgical racks. Agency and direct purchase. Requests replies in French. Chirurgie-France (dealers, agents), 24 Allees Francois-Verdier, 31 Toulouse, Haute-Garonne. WTD 3/17/65.

ITALY—Medical, surgical and hospital supplies and equipment, all types. Direct purchase and agency. Eurospital S.p.A. (importer, wholesaler, retailer, agent), Via Conti 28, P.O. Box 467, Trieste. WTD 12/2/65.

PAKISTAN—Hearing aids; suturing materials; medical rubber goods. A. F. Ahmad & Co. (manufacturer), Ahmad Bldgs, Railway Rd., Sialkot 1, West. WTD 1/17/66.

Hypodermic syringes and needles; blood pressure apparatus; prophylactics, contraceptives. Hope & Heal (manufacturer), Cantonment Rd., Sialkot, West. WTD 1/19/66.

SWEDEN—Disposable medical and surgical

products including sterile rubber and/or plastic catheters; sterile colostomy bags, adhesive; sterile blood packs (plastic blood bags); rectal (clyster) points of plastic; sterile mucus extractor sets for new-born babies; sterile surgical blades and holders; blood pipettes, sterile; sterile Wasserman needles; sterile vacuum blood collectors; sterile dental cartridge needles; sterile umbilical cord clamps; sterile disposable hypodermic needles with plastic hubs, in peel-back packages; plastic gloves; plastic safety razors with stainless steel blades; paper face-masks; paper clothing; clinical thermometers (oral, prismatic, Celsius-Centrigrade); sphygmomanometers (aneroid, velcro fastening nylon or plastic washable cuff with an expansive rubber part, having width of 12 cm exactly and length of at least 24 cm); electronic transistor sphygmomanometers and stethoscopes. Holmberg, Fassbender & Co. AB (importer, exporter), Arsenalsgatan 4, Stockholm. WTD 1/25/66.

Artificial blood vessels. Holmberg, Fassbender & Co. AB (importer, exporter), Arsenalsgatan 4, Stockholm. WTD 1/25/66.

391 Jewelry, silverware, plated ware

AUSTRALIA—Findings of precious and semi-precious metals, especially of gold and sterling silver; semi-precious gem stones suitable for general lapidary work. Olims Consolidated Ltd. (manufacturer, importer, distributor), 61 Prince's Highway, St. Peters, Sydney. WTD 1/21/66.

394 Toys, amusement, sporting, athletic goods

BELGIUM—Tennis balls, golf balls, tennis rackets, badminton rackets, track equipment. Direct purchase and agency. Fedo, p.v.b.a. (importer, wholesaler, exporter), Goudbloemstraat 17, Antwerp. WTD 8/10/65.

FRANCE—Toys of all categories and types for infants and young boys and girls: stuffed animals, rubber and plastic articles, scientific and mechanical toys, construction sets; medium-priced. Baubles and related playthings. Requests price lists and descriptive literature, replies in French. Bimbeloterie du Sud-Ouest (wholesaler), 13 Blvd. de la Gare, 31 Toulouse, Haute-Garonne. WTD 1/20/65.

SWEDEN—Accessories for sports fishing, such as guides, reel seats, rod handles, fly lines, baits, lures. Direct purchase and agency. AB Arjon (importer, exporter, wholesaler, manufacturer, sales agent), Malung. WTD 1/17/66.

Mechanical toys; hobby articles of technical types. Direct purchase and agency. A. R. Hellers AB (importer, sales agent), Kungsgatan 56, Stockholm. WTD 1/27/66.

396 Costume jewelry, costume novelties, buttons, notions

AUSTRALIA—Costume jewelry: bracelets, necklaces, earrings, ear clips, brooches, pins. Jewelry of simulated jade, all types. Novelty jewelry, including articles made of wood and of fur. Anodized metal bracelets, necklaces, earrings, ear clips, brooches, pins. Beads of cut glass, both transparent and opaque. Bruce Patterson, Fashion 2/20 Pty. Ltd. (importer, wholesaler, retailer), 13th Floor, A.D.C. House, 75 Pacific Highway, North Sydney, N.S.W. WTD 1/24/66.

399 Manufacturing industries

FINLAND—Advertising equipment. Import for own account. Oy Transinventa Ab (importer), P.O. Box 10703, Helsinki. WTD 1/27/66.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

200 Food

SPAIN—Bulk foods, especially oats, barley, peanuts and peanut products, rice and rice products, beans, soy bean oil, wheat. Desires exclusive agency for Canary Islands and several nearby African countries. Antonio Escobio Gonzalez (agent), Aptdo. No. 519, Las Palmas de Gran Canaria. WTD 1/28/66.

202 Dairy products

VENEZUELA—Dietetic and pharmaceutical dried milks for baby feeding. Direct purchase or sales agency for all Venezuela. Requests replies in Spanish. Distribuidora Dietetica, C.A. (importer, sales agency), Aptdo. 1951, Avenida La Salle, Edificio, Merida, Planta Baja, Los Caobos, Caracas. WTD 1/17/66.

203 Canning, preserving foods

AUSTRALIA—Hake, skin-on fillets, packed in 5-lb. poly packs, 10 by 5 to a carton, size preferred 4 to 6 pieces to a 5-lb. box although this is not essential. Dreyfus & Co. Ltd. (importer, exporter), 32 Pitt St., Sydney. WTD 4/3/64.

204 Grain mill products

SWEDEN—Grains: rye, wheat, corn; about 3,000 tons each. Torsten Lundholm (importer, exporter, sales agent), Barkassvagen 15, Lidingo. WTD 1/7/66.

230 Apparel

FRANCE—Men's, women's, children's outerwear; commission basis. Relations Commerciales (manufacturers' agent), 77 cours Pierre Puget, Marseille 6eme. WTD 1/26/66.

232 Men's, youths', boys' furnishings

FRANCE—Cotton shirts; commission basis. Relations Commerciales (manufacturers' agent), 77 cours Pierre Puget, 13-Marseille. WTD 1/26/66.

281 Industrial chemicals

FRANCE—Crude or basic industrial chemicals, organic and inorganic, including high quality chemicals for cellulose, paper, and chemo-technical industries. Pigments, dyestuffs, colors, solvents, finishing products for paint and varnish manufacturers. Agency for France or section thereof. Requests replies in French. Loude Freres, S.A. (dealers, agents), 1-25 Rue Plantevigne, 33 Bordeaux, Gironde. WTD 1/24/66.

PAKISTAN—Caustic soda. Importer and manufacturers' agent requests quotations c&f, Karachi. Asian Agencies Corp., Plaza Square, P.O. Box 7109, Karachi 3. WTD in preparation.

301 Tires, inner tubes

AUSTRALIA—New and retreaded aircraft tires. Martin Aviation Services (importers, wholesalers, retailers), C/- Mr. D. M. de Steiguer, 710/57 Upper Pitt St., Kirribilli, Sydney, N.S.W. WTD 1/20/66.

314 Footwear, except rubber

FRANCE—Women's shoes, leather and fabrics, good quality and medium-priced articles, including casual, fancy, sport, street footwear. Exclusive agency and/or distributorship for France or section thereof. Inova-France (footwear manufacturers, wholesalers, exporters), 85 La Verrie, Vendee. WTD 4/15/65.

331 Steel mill products

PAKISTAN—Mild steel sheets, tin plate, pig iron. Importer and manufacturers' agent requests quotations c&f, Karachi. Ally Brothers & Co. (Pakistan) Ltd., Trade & Industry House, 14 West Wharf, Karachi 2. WTD in preparation.

Mild steel sheets, steel billets, pig iron. Importer and manufacturers' agent requests quotations c&f, Karachi. Asian Agencies Corp., Plaza Square, P.O. Box 7109, Karachi 3. WTD in preparation.

342 Cutlery, hand tools, general hardware

PHILIPPINES—Carpentry and logging tools; general hardware; automotive tools. James Ang An King, General Manager, Eurasian-American Commercial (indenter), 712 Pacific Bank Bldg., 460 Rosario, Box 1118, Manila. WTD 3/17/65.

344 Fabricated structural metal products

NIGERIA—All types of building materials, e.g., aluminum sliding doors and windows, aluminum roofing sheets. Exclusive representation. Henry Stephens & Sons Ltd. (importer, exporter, wholesaler), 40 Balogun St., P.M. Bag 2480, Lagos. WTD in preparation.

349 Fabricated metal products

PAKISTAN—Pipe fittings and valves. Requests quotations c&f Karachi. A. M. Anjarwalla & Co. (importer, manufacturers' agent), Valika Chamber, South Napier Rd., Karachi. WTD in preparation.

VENEZUELA—Pipe fittings for steam installations under 600 lb. Sales agency for all Venezuela. Avellan Cival Representaciones, C.A. (sales agent), Aptdo. 8506, Edificio Aragua, Puente Soublette, Caracas. WTD 1/14/66.

351 Engines, turbines

NIGERIA—Gas turbines. Desires exclusive representation. Henry Stephens & Sons Ltd. (importer, exporter, wholesaler), 40 Balogun St., P.M. Bag 2480, Lagos. WTD in preparation.

352 Farm machinery

FRANCE—Grain and seed cleaners, graders and samplers, triers, related winnowing machines, up-to-date equipment suitable for utilization by farmers and by agricultural cooperative establishments in France. Agency and

distributorship. Etablissements Andre Biscara et ses Enfants (manufacturer), L'Eau Barree (B.P. No. 18), 79 Niort, Deux-Sevres. WTD 1/27/65.

PHILIPPINES—Insecticide sprayers, portable type. James Ang An King, General Manager, Eurasian-American Commercial (indenter), 712 Pacific Bank Bldg., 460 Rosario, Box 1118 Manila. WTD 3/17/65.

353 Construction, mining, materials handling machinery

PAKISTAN—Draglines, power, crawler. Importer and manufacturers' agent requests quotations c&f Karachi. Tijarat Agencies, 618 Muhammadi House, McLeod Rd., Karachi. WTD 12/30/65.

Bulldozers, angle dozers, tractor mounted, over 5 feet. Importer and manufacturers' agent requests quotations c&f Karachi. Equipments International, 50 Idrees Chambers, Wood St., Karachi. WTD 12/6/65.

354 Metalworking machinery

PAKISTAN—Lathes, milling machines, other machine tools and allied equipment, complete range. Requests quotations c&f Karachi. Nazer & Co. (manufacturers' agent), Habib Bank Bldg., Corner of Victoria & Bunder Rds., Karachi. WTD 1/26/66.

PHILIPPINES—Machine tools including portable drills, mining cutters, chucks, tool bits, butt welded tools, welding hose. James Ang An King, General Manager, Eurasian-American Commercial (indenter), 712 Pacific Bank Bldg., 460 Rosario, Box 1118, Manila. WTD 3/17/65.

VENEZUELA—Drill presses, drilling machine attachments and accessories. Agency for all Venezuela. Requests replies in Spanish. Representaciones Molins Y Cia., S.A. (importer, sales agent), Aptdo. Sabana Grande No. 10551, Edificio Belmont, Avenida Beethoven, Colinas de Bello Monte, Caracas. WTD 1/18/66.

356 General industrial machinery

IRAQ—Electric pumps of various sizes for irrigation purposes. Wadi Engineering & Trading Co., W.L.L. (WETCO) (importer, agent, contractor), 24 Munir Abbas Bldg., South Gate, Baghdad. WTD 1/29/66.

PHILIPPINES—Paint sprayers. James Ang An King, General Manager, Eurasian-American Commercial (indenter), 712 Pacific Bank Bldg., 460 Rosario, Box 1118, Manila. WTD 3/17/65.

361 Electric transmission, distribution equipment

NIGERIA—Transformers of various sizes. Henry Stephens & Sons Ltd. (importer, exporter, wholesaler), 40 Balogun St., P.M. Bag 2480, Lagos. WTD in preparation.

362 Electrical industrial apparatus

NIGERIA—Diesel generating sets. Exclusive representation. Henry Stephens & Sons Ltd. (importer, exporter, wholesaler), 40 Balogun St., P.M. Bag 2480, Lagos. WTD in preparation.

364 Electric lighting, wiring equipment

VENEZUELA—Decorative lamps and lighting fixtures. Agency for Caracas and the central and eastern States of Venezuela. Requests replies in Spanish. Eadi, C.A. (importer, distributor, sales agent), Centro Comercial del Este, Local 10, Calle El Colegio, Sabana Grande, Caracas. WTD 1/19/66.

365 Radio, television receiving sets

AUSTRALIA—Tapes, including pre-recorded; phonograph records; tape recorders; phonograph and phonograph record accessories and spare parts, phonograph needles. Olims Consolidated Ltd. (manufacturer, importer, distributor), 61 Prince's Highway, St. Peters, Sydney. WTD 1/21/66.

366 Communication equipment

AUSTRALIA—New and rebuilt civil aircraft communication and electronic navigational equipment. Martin Aviation Services (importers, wholesalers, retailers), C/- D. M. de Steiguer, 710/57 Upper Pitt St., Kirribilli, Sydney, N.S.W. WTD 1/20/66.

FRANCE—Traffic control systems (green wave and related devices) permitting free flow of traffic in dense urban areas, including tricolored signs for utilization at crossroads. Motor vehicle street recorders; electric current, a.c., 220 volts, 50 cycles. Agency for France or section thereof. Pierre Larmat (sales agent), 24 Piegut-Pluviers, Dordogne. WTD 2/17/65.

371 Motor vehicles, motor vehicle equipment

PAKISTAN—Automobile parts and accessories. Requests quotations c&f Karachi. International Commercial Co. (manufacturers' agent, importer), P.O. Box 5026, Humera, Machi Miani, Karachi 2. WTD in preparation.

372 Aircraft, parts

AUSTRALIA—New and rebuilt civil aircraft parts; aircraft hardware and small components. Martin Aviation Services (importers, wholesalers, retailers), C/- D. M. de Steiguer, 710/57 Upper Pitt St., Kirribilli, Sydney, N.S.W. WTD 1/20/66.

FRANCE—Aircraft, civilian, light-duty, all categories, principally tourism airplanes, less than 300 hp. Aircraft replacement parts, components, attachments, accessories for civilian airplanes. Agency for France or section thereof. Requests replies in French. Robert Degout (sales agents), 6 Avenue de Poitiers, 86 Liguge, Vienne. WTD 1/21/65.

381 Engineering, laboratory, scientific, research instruments

AUSTRALIA—New and rebuilt aircraft instruments. Martin Aviation Services (importers, wholesalers, retailers), C/- Mr. D. M. de Steiguer, 710/57 Upper Pitt St., Kirribilli, Sydney, N.S.W. WTD 1/20/66.

382 Instruments for measuring, controlling, indicating physical characteristics

PAKISTAN—Water meters. Requests quotations c&f Karachi. A. M. Anjarawalla & Co. (importer, manufacturers' agent), Valika Chamber, South Napier Rd., Karachi. WTD in preparation.

Leads for Importers

Commodities are offered direct unless specified

149 Nonmetallic minerals

URUGUAY—Agate and semiprecious stones. Rydatur S.A. (exporter), Calle Rio Branco 1325, Montevideo. WTD 1/19/66.

349 Fabricated metal products

NETHERLANDS—Interested in appointing an agent in the United States for the sale of its tank vent check valves. Descriptive brochure available on loan from U.S. Department of Commerce, Trade Opportunities Staff, BDSA-6192, Rm. 4203, Washington, D.C. 20230. Machinefabriek en Handelmaatschappij "WINEL" N.V. (manufacturer), 16 Havenkade, P.O. Box 70, Assen. WTD in revision.

SWEDEN—Springs and stampings made of highest Swedish quality material. Wishes to contact large consumers of these products. AB Industrifjadrar (importer, exporter, manufacturer, sales agent), Monsteras. WTD 8/23/65.

353 Construction, mining, materials handling machinery

NETHERLANDS—Interested in appointing an agent in the United States for the sale of its cable winches. Descriptive brochure available on loan from U.S. Department of Commerce, Trade Opportunities Staff, BDSA-6192, Rm. 4203, Washington, D.C. 20230. Machinefabriek en Handelmaatschappij "WINEL" N.V. (manufacturer), 16 Havenkade, P.O. Box 70, Assen. WTD in revision.

394 Toys, amusement, sporting goods

SWEDEN—Sports fishing equipment such as reels, rods, baits, ice augers, ice auger blades. AB Arjon (importer, exporter, wholesaler, manufacturer, sales agent), Malung. WTD 1/17/66.

396 Costume jewelry, novelties, buttons, notions

AUSTRALIA—Chrysoprase, rhodonite, pure opal, matrix opal. Olims Consolidated Ltd. (manufacturers, importers, distributors), 61 Prince's Highway, St. Peters, Sydney. WTD 1/21/65.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRIA—Anthony Hoole, Heliotherm GmbH, Perfektastrasse 85, A-1230 Vienna, **interested in locating distributors for high quality thermal copy paper and supplies in mid-west and southern United States;**

stock available for delivery from New York. Feb. 15 via New York for 6-8 weeks. c/o Miss Margaret Rauch, Venini Ltd., 377 Park Ave. S., New York, N.Y. 10016. Itinerary: New York, Arizona, New Mexico, Texas, Oklahoma, other states eastwards to the coast including Missouri, Kentucky, Virginia, Florida. WTD 5/26/65 on W. Koreska, 48 Wattgasse, Vienna XVII.

CEYLON—S. H. Moosajee, Moosajees, Ltd., 34 Alston Place, Colombo 2, **interested in importing inorganic fertilizers and equipment for land clearing, exporting desiccated coconut and fiber, graphite, ilmenite rutile and zircon, and requesting technical information on growing maize and free range dairy range farming.** Feb. 28 via New York for 4 weeks. c/o R. L. Pritchard & Co., 129 Front St., New York. Itinerary: New York, Philadelphia, Washington, Chicago, Des Moines, Kansas City, Denver, Los Angeles, San Francisco, Honolulu. WTD 10/16/64.

CHILE—Rene Kreutzberger B., representing Erich Kreutzberger & Cia., Rosas 1269, Santiago, **interested in the clothing industry and requesting technical information.** Jan. 29 via Miami for 30 days. c/o Di Lido Hotel, Miami Beach, Fla. Itinerary: Miami, Los Angeles. WTD in preparation.

LEBANON—Nadeem H. Shwayri, representing Al-Kafaat, P.O. Box 5117, Helou Bldg., Karm El-Zeitoun, Beirut, **interested in contacting importers of Oriental leather goods.** Feb. 27 via New York for 4 days. c/o Sheraton Atlantic Hotel, Broadway & 34th St., New York, N.Y. Itinerary: New York, Boston. WTD 2/7/66.

MEXICO—Agustin Dominguez R., representing Exportadora e Importadora, S.A., Insurgentes Sur 300-1318, Mexico, D.F., **interested in selling Mexican steel alloys and stainless steel and in investigating possible Texas exports to Mexico.** Feb. 15 via Brownsville. c/o Department of Commerce Field Offices on travel route. Itinerary: Houston, Dallas, other cities in Texas. WTD in preparation.

SWEDEN—S. Eriksson and J. Johansson, representing Oljekonsumenterna OK, Strandbergsgatan 12, Stockholm K, **interested in prefabricated commercial buildings, especially garages.** March 1 via New York for 3 weeks. c/o Products from Sweden, 200 Park Ave., New York, N.Y. Itinerary: New York, Boston, Kansas City, Minneapolis, Seattle, San Francisco, Los Angeles. WTD 6/29/64.

SWITZERLAND—Edwin Gani, Managing Director, La Commerciale S.A., 1095 Lutry, **interested in making contacts with firms in the textile field to buy synthetic fibres and to sell finished textile products.** Feb. 15 via New York for 2 months. c/o Siegel Chemical Co., Inc., 1 Hauson Place, Brooklyn, N.Y. Itinerary: New York, North Carolina, others to be arranged. WTD in preparation.

VENEZUELA—Enrico Vaccher, Industria Venezolana Remolque Orinoco C.A., Avenida San Martin, Final Callejon Agropsa, Caracas, **interested in locating supplier of wheels for heavy duty trailers and requesting technical information.** 1st week in February via Miami for 1 month. c/o Brandes International Co., 4900 Euclid Ave., Dayton, Ohio 44103. Itinerary: Miami, New York, Dayton, Milwaukee, others to be arranged. WTD in preparation.

Future Construction

IRAQ—The Ministry of Works and Housing signed a contract with the American firm of Giffels & Rossetti, Inc., 1000 Marquette Bldg., Detroit, Michigan, for architectural consulting services for the proposed **scientific research center,** at the new Baghdad University campus. It is expected that all design work and most of the drawings for the Center will be done in the United States, although supervision work and a local office will be carried out in cooperation with the local consultant, Al-Khazin Contractors, Mirjan Building, Southgate, Baghdad.

NORWAY—(1 kroner=U.S. 14¢). Norsk Hydro, A/S, Norwegian industrial firm, and the Institute for Atomic Energy (IFA) have agreed to cooperate in studying the construction of a land-based **nuclear power project.** The proposed plant will have a 400,000 kw heavy water reactor at Heroya. The reactor room would be blasted out of solid rock. Estimated total cost of the project is 600 million kroner. Construction would commence in 1970.

PAKISTAN—The Government of East Pakistan wishes **to prequalify contractors to tender for the construction of highway projects between Dacca and Chittagong.** The Government has received a credit from the International Development Association (IDA) in the amount equivalent to U.S. $16.2 million towards a portion of the project's cost.

Contractors from World Bank member countries and Switzerland may request the "Prequalification Statement Form" and further information from: The Secretary, Railways, Waterways & Road Transport, Roads & Highways Department, Government of East Pakistan, Eden Building, Dacca, East Pakistan.

In mid-1966, it is expected that bids will be invited for the **construction of three sections of a highway project from Dacca to Chittagong** in the Province of East Pakistan: Section I, Daukandi-Comilla, 50 miles, cost about $10 million; Section II, Comilla-Feni (including Sitalakhya River Bridge at Demra), 36 miles, cost about $10 million; Section III, Feni-Chittagong, 38 miles, cost about $10 million. Work will include construction of embankment from adjacent borrow pits within the right-of-way, excavation, concrete or asphaltic pavement, paved shoulder; and prestressed, precast or cast-in-place concrete structures.

The three sections will be advertised as separate construction contracts. Contractors may tender for each section separately or for any combination of sections. The contractor must prequalify for the total approximate cost of the contract for which he submits a tender. Qualified firms must submit the completed Pre-Qualification Statement Form on or before March 15.

SPAIN—The Ministry of Information and Tourism is programming the **construction of a new six 250/350 kw transmitter shortwave radio broadcasting center, including necessary antenna network** for broadcasting programs to Europe, Central and South America and possibly North America and Africa. Bids covering construction of the center and supply of equipment should be called for in the near future. U.S. firms interested in participating should **write:** Seccion de Construccion e Instalaciones, Direccion General de Radiodifusion y Television, Ministerio de Informacion y Turismo, Avda. del Generalissimo, Madrid.

TAIWAN—The Government has engaged the consulting firm of Arthur G. McKee and Company to do a comprehensive study on the feasibility of establishing a **steel mill** on Taiwan. It is anticipated that this study will be completed in a few months.

Peruvian office to furnish service to foreign investors

Peru has opened a Southern Peru Regional Development Office which reportedly will furnish independent and impartial service to firms interested in investing in that area.

The office will concentrate on economic fact gathering, industrial feasibility studies and industrial investment promotion.

The efforts of five provincial development corporations reportedly have been integrated by the office which will gear its services closely to the needs of private enterprises.

U.S. firms desiring further information on specific services or interested in investment in Southern Peru should **write:** Oficina Regional de Desarrallo del Sur, Arequipa, Peru. Attn: Executive Director.

Finnish company requests license for plastic novelties

A Finnish manufacturer of plastic laminated fabrics including leather cloth, rainware, and water repellent material seeks a license to produce plastic novelties.

The company is an affiliate of a large Finnish textile concern which reportedly has an annual sales volume of $36 million.

Write: Oy Hemming & Co., Pyorakatu 1, Kuopio, Finland. WTD.

ADHESIVES

A licensing or joint venture arrangement to manufacture adhesives, primarily for setting flooring tiles, is sought by a German firm.

Write: Faul & Co., 79 Ulm a.d. Donau, Postfach 509, Germany. WTD.

New Books and Reports

***Overseas Business Reports.* U.S. Dept. of Commerce, Washington. Effective Feb. 1: $13 per year ($5 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C. 20402.**

Basic Data on the Economy of Trinidad and Tobago. OBR 65-87. 13pp. Outlines the structure of the economy, the various industries, labor force, financial system, foreign trade, and the Government's role in the economy.

Basic Data on the Economy of Denmark. OBR 65-88. 17pp. Contains the same sort of information as OBR 65-87, above.

Establishing a Business in the Philippines. OBR 65-89. 16pp. Describes the investment climate in the Philippines; legislation governing investment; authorized forms of business organization; industrial property protection; employment, taxation; availability of capital; basic economic facilities; and sources of information available to prospective investors.

Foreign Trade Regulations of Colombia. OBR 66-2. 10pp. Summarizes Colombian trade policy; import tariff system; sales and other internal taxes; shipping documents; labeling and marking requirements; special customs provisions; nontariff import controls; export controls; and U.S. controls affecting trade with Colombia.

U.S. Imports of Free and Dutiable Goods and Average Rates of Duty, 1962-64. OBR 66-5. 16pp. A series of tables give the total import figures from 1962-64, imports by commodity groups and principal commodities, and imports of goods for consumption, by country of origin.

***The Common Wealth in Ocean Fisheries.* By Francis T. Christy, Jr. and Anthony Scott. Johns Hopkins Press, Baltimore. 281pp. $6.**

The authors examine the fishery resources of international waters, pointing out that intense competition can lead to conflict between nations, depletion of resources, and wastage of capital and labor.

The first part of the book discusses the common property aspects of fisheries and reviews the potential physical productivity of the oceans, and on the supply and demand situation which is likely to develop for ocean products. The remainder of the book examines the legal principles that guide the present use of the seas and conclude that new practices and regulations are called for if the world's fisheries are to be developed in an orderly and rational fashion.

Write: The Johns Hopkins Press, Baltimore, Maryland, 21218.

Export encyclopaedia

Dun & Bradstreet has announced publication of the newly revised 61st edition of the **Exporters' Encyclopaedia.** The Encyclopaedia provides exact export information, trading practices and regulations for some 156 world markets.

Copies may be purchased at $50 each from the Dun & Bradstreet office at 99 Church St., New York, N.Y. 10007.

The price includes the cost of the **Exporters' Encyclopaedia Service,** which consists of twice-a-month bulletins throughout the year. The bulletins are designed to keep subscribers current on changes in all the world's markets.

***Africa 1966.* By Pierre Dostert and Elizabeth Post. Stryker-Post Publications, Washington. 88pp. $1.**

Africa 1966 describes, in capsule form, the geography, history, government, culture, and economy of the 37 independent African nations—and tries to evaluate their future.

Individual maps of each country are graphic guides to these nations and their relationships to one another.

There are also notes on the dependent territories—British, French, Portuguese, South African, and Spanish.

Write: Stryker-Post Publications, 6330 Utah Ave., NW., Washington, D.C. 20015.

Japanese industry

Free copies of the 1965 edition of the Bank of Japan's review of Japanese industry can be requested from the Bank's New York office at One Chase Manhattan Plaza, New York, N.Y. 10005.

***France—Town and Country Environment Planning.* Published by the French Embassy's Press and Information Division. 56pp. Free.**

A report on French urban and rural planning based on the needs of France's population in 1985. Covers reasons for environment planning policy, guidelines for action, plans for transportation, decentralization of education and scientific research, implementation of regional plans, and the master plan for the Paris region and projects underway.

Write: Press and Information Division, French Embassy, 972 Fifth Ave., New York, N.Y. 10021.

***Capital Sources in the United Kingdom.* By William Hanson and Fang Wen Wang. Simmons-Boardman Pub. Co., New York. 164pp. $10.**

This special study is designed to describe the many sources of finance in the United Kingdom. Chapters are devoted to the commercial banks, discount houses and merchant banks, finance houses and industrial banks, investment finance and capital markets (brokers, jobbers and issuing houses), the insurance companies, investment and unit trusts, pension funds, the building societies, the Bank of England, aids for industrial development, agricultural credit, the London Gold Market, capital for the Commonwealth, financing of exports, and the London foreign exchange market.

Write: Simmons-Boardman Publishing Company, 30 Church Street, New York, N.Y.

***One-hundred-and-nineteen Free World Currencies and Their Status and Performance in 1965.* S. J. Rundt & Assoc., New York. 75pp. $30.**

A summary for ready reference containing data useful in connection with requirements of the Revenue Act of 1962, such as year-end quotations; fixed parities; IMF-provided upper and lower trading limits; the record of currencies last year, with highs and lows; official rates (in the absence of par values); effective rates (where applicable); legally permitted free market quotations; such "outside" quotations as serve as weathervanes and their trend through 1965; and bilateral clearing agreements.

Write: S. J. Rundt & Assoc., 130 East 63rd Street, New York, N.Y. 10021.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1966—201-960/32

Calendar *for international traders*

ATLANTA—Feb. 24—Export Conference, Field Office. Sponsors: Atlanta Field Office, Department of Commerce; REEC.

BAKERSFIELD, CAL.—Mar. 11—Export Expansion Seminar, 9:30 a.m., Chamber of Commerce. Sponsors: Chamber of Commerce; Los Angeles Field Office, Department of Commerce.

BALTIMORE—Feb. 23—Export Seminar, Sheraton-Silver Spring Motor Inn, Silver Spring, Md. Sponsors: Baltimore Field Office, Department of Commerce; Maryland National Bank; REEC.

BALTIMORE—Feb. 25—REEC Meeting, Chamber of Commerce.

BELLEVILLE, ILL.—Mar. 8—Export Workshop, Chamber of Commerce. Sponsors: REEC; Chicago Field Office, Department of Commerce; World Trade Club; Chamber of Commerce.

BOSTON—Mar. 3—Foreign Commerce Club of Boston, annual meeting, Parker House Roof.

CAMBRIDGE, MASS—Mar. 10—International Trade Assn. of New England, Inc., Charter House Hotel.

CEDAR FALLS, IOWA—Mar. 2—Foreign Trade Bureau of Chamber of Commerce, meeting, 10 a.m., Chamber of Commerce.

CHICAGO—Feb. 24—Meeting for New Exporters, Field Office.

CHICAGO—Feb. 28-Mar. 1—Chicago World Trade Conference, LaSalle Hotel. Speaker: **Alexander B. Trowbridge, Asst. Secretary for Domestic and International Business.**

CHICAGO—Mar. 8—Fifth Annual Seminar on Principles and Techniques in Exporting, first of seven weekly sessions, 6-8:15 p.m., Midland Hotel. Sponsor: International Trade Club.

CHICAGO—Mar. 8—Automotive Exporters' Club, Builders Bldg.

CHICAGO—Mar. 15—Meeting for Exporters. Field Office.

CINCINNATI—Feb. 25—Export Workshop, 10-11 a.m., Cincinnati Field Office. Sponsor: REEC.

CLEVELAND—Feb. 23—Workshop on Marketing Opportunities Abroad, 10:30 a.m.-12 noon, Field Office. Sponsors: Cleveland Field Office, Department of Commerce; REEC.

CLEVELAND—Feb. 23—People-to-People Luncheon, Statler Hilton Hotel. Speaker: Celso Pastor, Peruvian Ambassador to the U.S. Sponsors: Chamber of Commerce; Cleveland World Trade Assn.

CORAL GABLES, FLA.—Feb. 25—REEC Meeting, 12 noon.

CRANSTON, R.I.—Mar. 15—Annual Rhode Island World Trade Conference, Colony Motor Inn.

DAVENPORT, IOWA—Mar. 2—Export Workshop, 2 p.m., Chamber of Commerce. Sponsors: Chamber of Commerce; Des Moines Field Office, Department of Commerce; REEC.

DES MOINES—Mar. 16—Export Workshop, 2 p.m., Chamber of Commerce. Sponsors: Des Moines Field Office, Department of Commerce; Chamber of Commerce; REEC.

FT. LAUDERDALE, FLA.—Feb. 21—Export Workshop, 1st of four weekly sessions, 7-9 p.m., Broward County Adult Educational Center. Sponsors: Miami Field Office, Department of Commerce; REEC.

FORT WORTH—Feb. 22—Export-Import Club, monthly meeting.

FORT WORTH—Mar. 15—Chamber of Commerce IOGA Trade Mission to Central America briefing in conjunction with World Trade Seminar of Economic Expansion Institute. Speaker: **Roy Gootenberg, Bureau of International Commerce.** Sponsors: Chamber of Commerce; Dallas Field Office, Department of Commerce.

JACKSONVILLE, FLA.—Feb. 24—Export Trade Seminar, 1st of seven weekly sessions, 7:30 p.m., Chamber of Commerce. Sponsors: Duval County Board of Public Instruction; Chamber of Commerce; Jacksonville Field Office, Department of Commerce.

KANSAS CITY, KAN.—Feb. 24—Workshop for New Exporters, Town House Hotel. Sponsors: Kansas City Field Office, Department of Commerce; REEC; Chamber of Commerce.

KANSAS CITY, MO.—Mar. 8—Meeting for New Exporters, 12 noon, Prom Motel. Sponsors: Kansas City Field Office, Department of Commerce; REEC; International Trade Club.

KANSAS CITY, MO.—Mar. 10—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

LOS ANGELES—Feb. 25—Export Expansion Seminar, 9:30 a.m., Field Office Sponsor: Los Angeles Field Office, Department of Commerce.

MEMPHIS—Feb. 22—World Trade Club, Hotel Claridge.

MEMPHIS—Mar. 10—Export Workshop on Procedures, Federal Office Bldg. Sponsors: Memphis Field Office, Department of Commerce; REEC.

MIAMI—Feb. 24—Export Conference, 10:30 a.m., Field Office. Sponsors: Miami Field Office, Department of Commerce; REEC.

MILWAUKEE—Mar. 3—World Trade Club, monthly meeting, Holiday Inn—Central.

NASHVILLE, TENN.—Feb. 23—Middle Tennessee Exporters Round Table, Capitol Park Inn.

NEW YORK—Feb. 23—"Profits in Exports" meeting, Chamber of Commerce of Borough of Queens, Long Island City. Sponsors: Chamber of Commerce; New York Field Office, Department of Commerce.

NEW YORK—Mar. 1—FCIB Round Table Conference, 1:30 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

NEW YORK—Mar. 2—Export Training Course, 1st of seven weekly sessions, Long Island University, Brooklyn. Sponsors: College of Business Administration, Long Island University; New York Field Office, Department of Commerce; REEC.

NEW YORK—Mar. 3—"Profits in Exports" Meeting, Field Office. Sponsors: National Notion Assn.; New York Field Office, Department of Commerce.

NEW YORK—Mar. 7—"Profits in Exports" Seminar, International Electrical Industry Show, New York Coliseum. Sponsors: International Electrical Industry Show; New York Field Office, Department of Commerce.

PHILADELPHIA—Feb. 23—Conference on Packing, Shipping, Insurance, and the role of the Foreign Freight Forwarder, Field Office.

PHILADELPHIA—Feb. 24—One-Day Seminar on Domestic Implications of Foreign Trade and Investment, 9 a.m.-5 p.m., Bellevue-Stratford Hotel. Speaker: **Forrest D. Hockersmith, Acting Administrator, BDSA.** Sponsor: Philadelphia Bar Assn.

PITTSBURGH—Feb. 28—Export Counseling Program, 1-5 p.m., Chamber of Commerce. Sponsors: REEC; World Trade Council, Chamber of Commerce.

PITTSBURGH—Mar. 15—Export Workshop, Field Office. Sponsors: Pittsburgh Field Office, Department of Commerce; REEC.

SAN FRANCISCO—Feb. 23—Export Seminar, New Federal Bldg.

TRENTON, N.J.—Feb. 24—Exporters Workshop, 10 a.m.-5 p.m., Hotel Hildebrecht.

WACO, TEX.—Mar. 9—World Trade Seminar. Sponsors: Chamber of Commerce, Texas Industrial Commission; REEC; Dallas Field Office, Department of Commerce.

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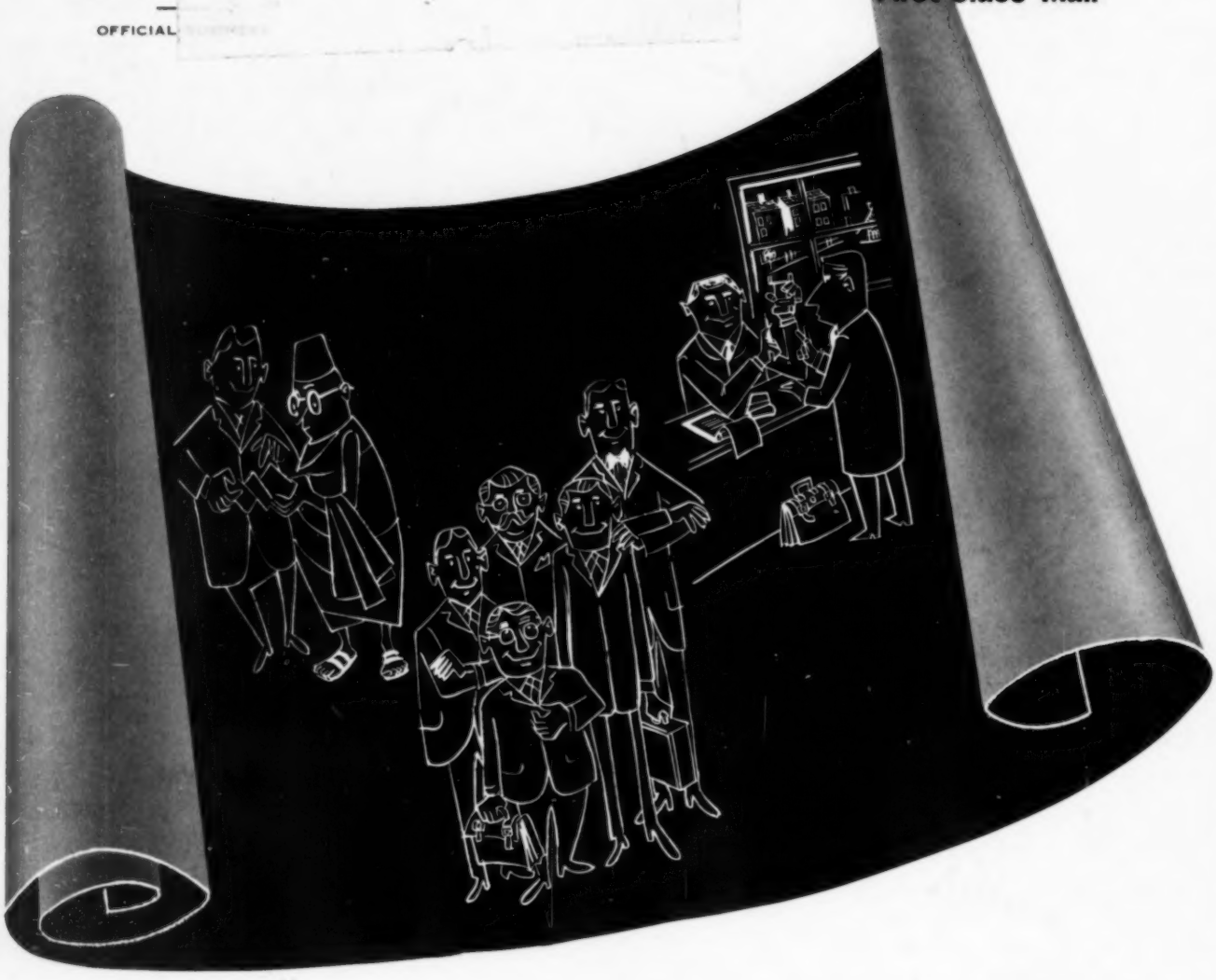

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